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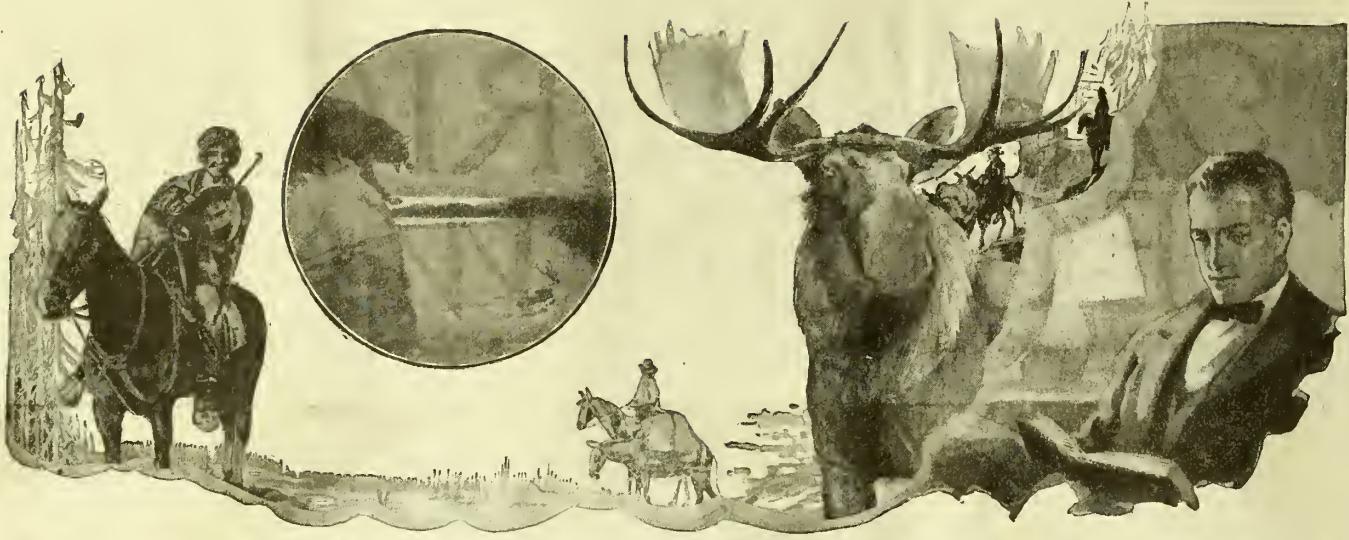
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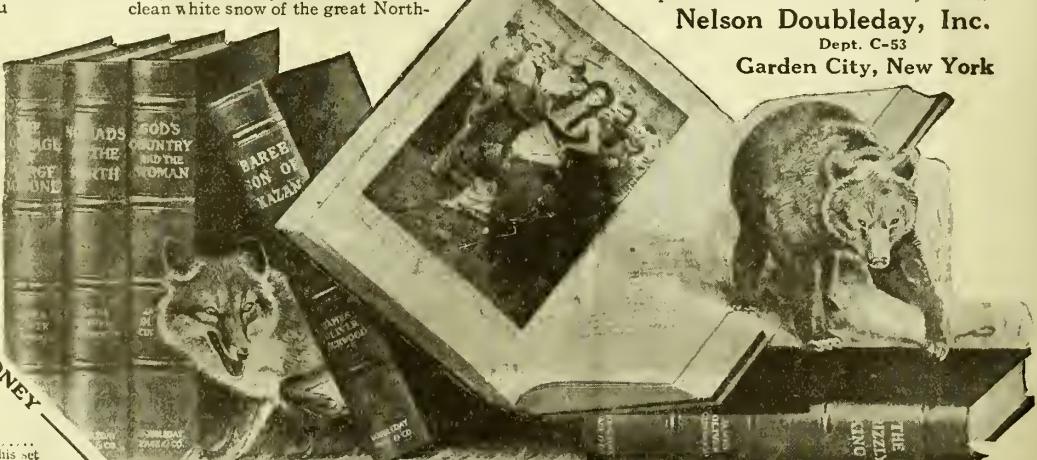
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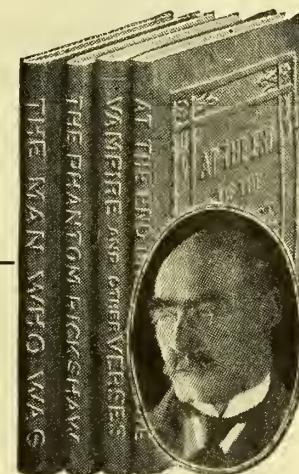
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MARCH 2, 1923

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PAGE 5

Oh, to Be a He Leads Such a Jolly Life—What There Is of It

HERE'S a whimsical sentiment and quaint philosophy contained in the drinking toast of officers of the United States Army Air Service. The exact phraseology is, "Here's hoping the folks back home don't buy an airplane with the ten thousand."

The digits refer to the dole of ducats paid on a government insurance policy to the beneficiaries of a defunct soldier. The expressed hope that the heirs and assigns will not take up the pastime of aviation in a protest against the judgment of a man in remaining engaged in a service with such an unusual future.

Suppose you went to work as one of one hundred new employes in a certain vocation. And suppose the proprietor said to you, "Eight of you will be killed outright each year so long as you work for me. In addition two of you will be maimed or your health shattered each year. On account of the hazards of your work I will pay you fifty percent more than I pay my other employes, because they do not experience the dangers to which you are exposed. I retire all my employes at the completion of thirty years' service on three-quarters pay."

The proposition sounds a little complicated, so before signing on the dotted line and donning the habiliments and insignia of the profession you would probably work it out with pad and pencil on a mathematical basis. Then you would, if a person of perception and ordinary regard for your own longevity, industriously seek some other gainful occupation of perhaps more arduous toil and less financial reward. For on what we are pleased to call the law of averages you would find that by the time you were eligible for retirement you would have been killed 2.4 times and maimed .8 times.

Yet such is the future that the United States Army Air Service offers its fliers. There is grim whimsy in that toast of the pilots.

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Peacetime Aviator!

By
Samuel Taylor Moore



This is not intended as a dirge for aviation. Commercial flying in its present development is fully as safe as an automobile ride into the country on a pleasant Sunday. One corporation which operates twenty-seven flying craft carried 9,107 passengers a distance of 117,362 miles last year without a single injury. The United States Aerial Mail Service has a similar bill of health for 1922. Commercial pilots fly regularly over familiar terrain. They know that the Jones farm at Boontown would make an excellent landing place and that the Bingville racetrack, six miles beyond, would do for an emergency landing. The pilot can give passing aircraft a wide margin. He has a factor of safety. The writer excepts from the classification of commercial aviators the aerial nomads who park along the highways and offer to simple thrill-seekers a fifteen-minute flirtation with death at a rate of a dollar a minute or thereabouts. He also excepts the stunt flyers who cheerfully risk the lives of spectators along with their own in death-inviting frolics at fairs.

Military flying is not to be compared to commercial aviation. Army tactics require the close formation of airplanes in bombardment, observation and photographic flights. Stunt flying is mandatory in training for combat and pursuit and scout work. Reconnaissance and cross-country flights over unfamiliar terrain always are freighted with hazard. One erring pilot can work havoc in a formation. Tail spins, nose dives, loops, an Immelmann turn, these constitute philandering with the angel of death, but it is part of the training. Freaks of the weather, mechanical imperfections, or an error of judgment—just once—are the differences between life and death—the difference between a pair of silver wings worn jauntily on the breast in this life and a set of the spotless feathered variety promised for the next. Because

of these things military aviation will always be attended with high casualty lists.

How high that table of casualties is, how greatly it exceeds the replacements, its sorry effect on the morale of the surviving fliers, and the failure of the present policy or lack of any policy to provide real air preparedness, is told here.

There is undeniable progress in the Air Service in scientific and mechanical development. In addition to the excellent inventive and technical attainments of many officers of the Army Air Service there is a National Advisory Committee for Aeronautics, a civilian body which contributes to the genuine achievements in this branch of the department.

But the human element has been shamefully neglected. The treatment at the hands of Congress of the men who fly might be compared to a kindergarten teacher who would distribute carving knives among her pupils with a casual warning that the new toys were dangerous and then rush off to a movie. The comparison sounds drastic. But consider the probable result of the kindergarten episode. Then slowly assimilate the cold and unalterable fact that deaths in the Air Service exceed by more than 4,000 percent the average in all other arms of the Army in peace times.

It might be of interest to relate the circumstances which prompted the investigation that resulted in this article. The interest of the writer in aviation dates from 1916 when, as an accredited correspondent with the Pershing punitive expedition into Mexico, he watched the birth of our present Army Air Service at Columbus, New Mexico, under a harsh censorship that forbade the writing of a single line in reference to planes, plans or personalities. Later he served as enlisted man and an officer in the balloon section of the Air Service for twenty-five months, sixteen of them in France. For ten weeks in 1919 he was stationed at Mitchel Field, Long Island. At that time it was necessary to spend a minimum of four hours a month in the air to qualify for the twenty-five percent additional pay provided for flying officers. As no balloons were available for flight the writer could and did qualify for flying pay by traveling as a passenger in a heavier-than-air machine. During the ten weeks he made many flights with five different pilots. Four of them are now dead—all air victims.

I was mustered out of the service on July 29, 1919. In September of that year Lieutenant Monteith was killed in New Jersey. In the transcontinental air race a month later Lieutenant French Kirby and a brother officer were killed. Last fall Belvin W. Maynard, the flying parson, was killed in Vermont (he had been out of the Army for

some time). Major Wheeler was killed in our island possessions during the last year. Of the five pilots who took me aloft during those ten weeks, less than four years ago, only Lieutenant Dunlop is now alive. In the *Roma* disaster of a year ago the writer lost five intimate friends and as many acquaintances with whom he had served in the emergency Army. The death rate seemed high. Could it be an average?

Investigation revealed an answer of alarming tragedy in the Air Service. It is best told in the unadorned statistics supplied by the Surgeon General's

30 officers killed in air crashes and accidents.

But the Air Service has an investigating department of its own. It is really a coroner's office, but its chief is called a flight surgeon, which is much more graceful and euphonious and does not grate so harshly on the nerves. Colonel Albert E. Truby was chief coroner, or rather flight surgeon, in 1921. His reports show 36 Air Service officers killed during the year, but a footnote explains that the discrepancy of two in the figures supplied by the Information Division of the Chief of Air Service is caused by failure to include the names of two officers killed at the Aberdeen Proving Grounds in Maryland. It appears that the two victims were landing in an airplane when the tail-skid came in contact with a sensitive point on an unexploded bomb. The statisticians all agree that both flyers were killed instantly, but the flight surgeon refused to consider it an Air Service accident. On such things hang the accuracy of statistics.

In addition to the 38 officers killed in that year the report of the flight surgeon shows 11 cadets, 18 enlisted men and four civilian victims for a total of 71 fatalities. Seriously injured of all ranks for the year were 27. Some of them will never fly again.

Complete figures for the calendar year 1922

office of the War Department and by figures of the Information Section of the Air Service.

For the calendar year 1921, 78 United States Army officers were killed or died in line of duty. Thirty of that number died of disease. The remaining 48 died from external causes, which is the medical manner of saying they died with their boots on—sudden and violent deaths. Only ten of the 48 deaths were in all other arms of the service—Infantry, Cavalry, Artillery and the auxiliary branches—which combined represent 92 percent of the entire commissioned personnel of the Army. The number of Air Service officers comprise but eight percent of the whole army—and yet 38 officers were killed in that branch alone. Its losses were 380 percent compared to the total for all other arms. In proportion to its size the percentage of deaths in the air service over the average for all other arms is exactly 4,270 percent.

The Surgeon General's office has a passion for cataloguing all deaths under diagnostic headings. Thus if an aviator were burned to death in a crash he was listed, not as an air accident victim, but as having died of burns. On the same diagnostic method, if the airplane descended in a river and carried the pilot to the bottom with it, the death would be listed as drowning. Therefore the highest figures that the office of the surgeon general could provide for the year 1921 showed only

for the whole Army will not be available for several months, but the flight surgeon has accounted for 110 casualties in the first six months of the year. Fifty of that number were killed outright and 60 severely injured. Of the dead 20 were officers, 25 enlisted men and five civilians.

Unofficial figures supplied by the Information Section of the Air Service show 17 additional officers killed in the last six months of last year. The unofficial total of officer casualties for 1922 is placed at 37, but that figure includes the names of two officers who are officially listed as missing. These two officers started out for an extended flight in the Southwest more than two months ago. Search has failed to find any trace of them. That they died there can be no doubt, but until the wreckage of the airplane is found they cannot be officially listed as dead.

Based on the present strength of Air Service flying officer personnel the Statistical Section announced that the percentage of officers killed last year was 4.2 percent. Sixty-three officers were eliminated from the Air Service during the year on their own applications, or for failure to fly, or other reasons.

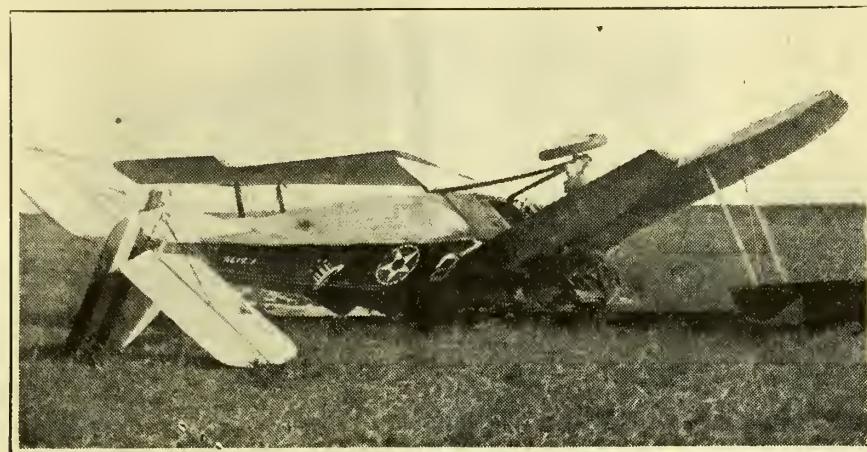
The figures of the Statistical Section are at odds with the statement of the Information Section that eight out of every 100 flyers are killed annually. This disparity is explained by the fact that officer fatalities are about one-half the total deaths in the air service. The

HOW THIS ARTICLE CAME TO BE WRITTEN

IN 1919 Mr. Moore, a balloon officer awaiting discharge from the service, qualified for flying pay by traveling as a passenger in heavier-than-air machines at Mitchel Field, Long Island. He made several flights with five different pilots.

Remember, this was in 1919—AFTER the war.

"In September of that year," writes Mr. Moore, "Lieutenant Monteith was killed in New Jersey. In the transcontinental air race a month later French Kirby and a brother officer were killed. Last fall Belvin W. Maynard, the flying parson, was killed in Vermont (he had been out of the Army for some time). Major Wheeler was killed in our island possessions during the last year. Of the five pilots who took me aloft during those ten weeks, less than four years ago, only Lieutenant Dunlop is now alive. In the *Roma* disaster of a year ago the writer lost five intimate friends and as many acquaintances with whom he had served in the emergency Army. The death rate seemed high. Could it be an average? Investigation revealed an answer of alarming tragedy in the Air Service."



A post-war crash which was unusual from the fact that the plane did not take fire

average is made higher because cadets and enlisted men were flying in positions which should have been occupied by officers. There is no attempt to differentiate between officers and others in death but merely to emphasize the scarcity of commissioned officers in the Air Service which makes such substitution necessary.

As an instance of how this works out, a crash between a Fokker pursuit plane and a Martin bomber near a Southern flying field last December offers a fair example. Of the six victims killed outright only the pilots of the two planes were officers. Three of the other four victims were occupying places and positions in the big bomber expressly provided for officers in Air Service tables of organization. The officers were not available.

How the rest of the Army regards the Air Service in the cold light of business and stripped of all sentiment is well illustrated by the following incident.

Before the World War the United States Government had never engaged in the insurance business for the benefit of any of its employees or servants. Many years ago, in answer to a need for a modest insurance policy at a modest rate, a number of army officers organized the Army Mutual Aid Association. The policy was for \$3,000 and its chief attraction was immediate payment in time of stress. Through the years the association prospered exceedingly. Able management created a healthy reserve, and the institution appeared to be on financial bedrock.

And then, in an unguarded moment, the directors invited Air Service officers to join the association. The actuary must have been off on a fishing trip. Applications came pouring in, for the only other insurance an Air Service officer can afford to carry is the converted War Risk Insurance of the Government, available during and since the war. In the ensuing months the directors realized they had made an error. The experience brought the association under the shadows of ruin. A prosperous past has permitted it to remain solvent, according to last reports. But Air Service officers are no longer eligible for membership, and it is known

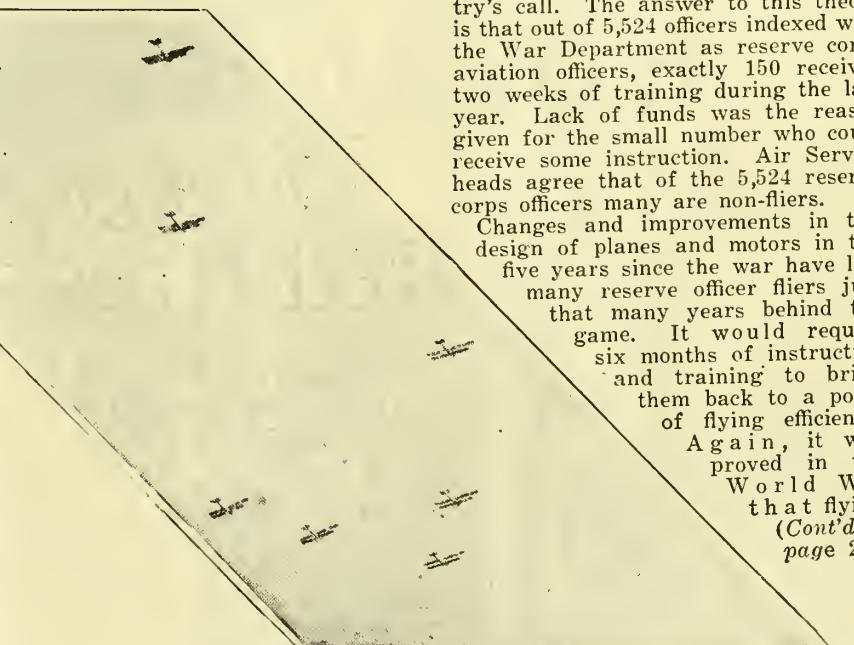
among the surviving flying members that the slightest lapse in the payment of premiums means being dropped from the rolls with promptness and dispatch.

Startling as the peacetime casualty figures are, they do not approach the wartime estimates. The War Plans Division of the Air Service, basing its statistics on the lessons of the war, estimate that officer replacements in the Air Service during hostilities must be fifty percent every three months. It requires two years of theoretical instruction and practical training to make a competent pilot. Therefore, should war come suddenly and our air army be mobilized, it would be wiped out in six months. Then there would be an interval of aerial inaction of eighteen months before the new flying army was ready to take to the air.

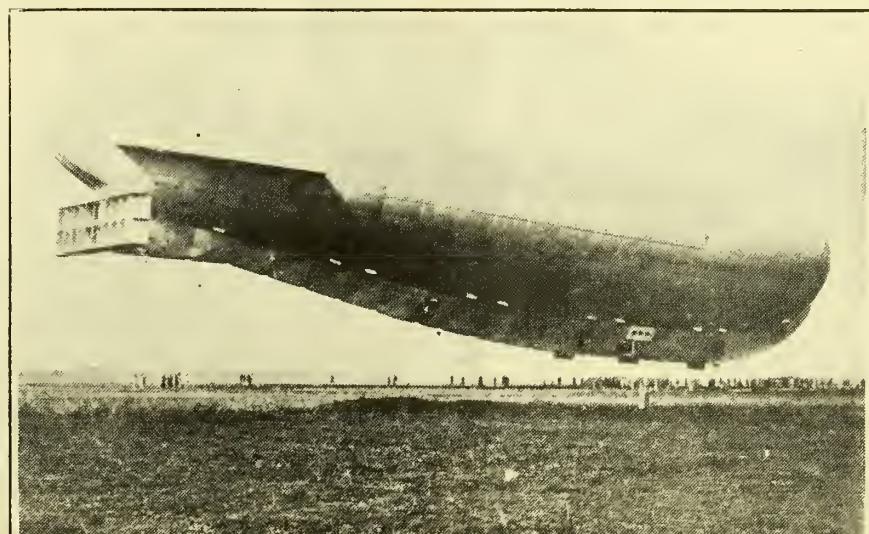
The apparent answer to this situation is that many veteran war-trained aviators would respond to their country's call. The answer to this theory is that out of 5,524 officers indexed with the War Department as reserve corps aviation officers, exactly 150 received two weeks of training during the last year. Lack of funds was the reason given for the small number who could receive some instruction. Air Service heads agree that of the 5,524 reserve corps officers many are non-fliers.

Changes and improvements in the design of planes and motors in the five years since the war have left many reserve officer fliers just that many years behind the game. It would require six months of instruction and training to bring them back to a point of flying efficiency.

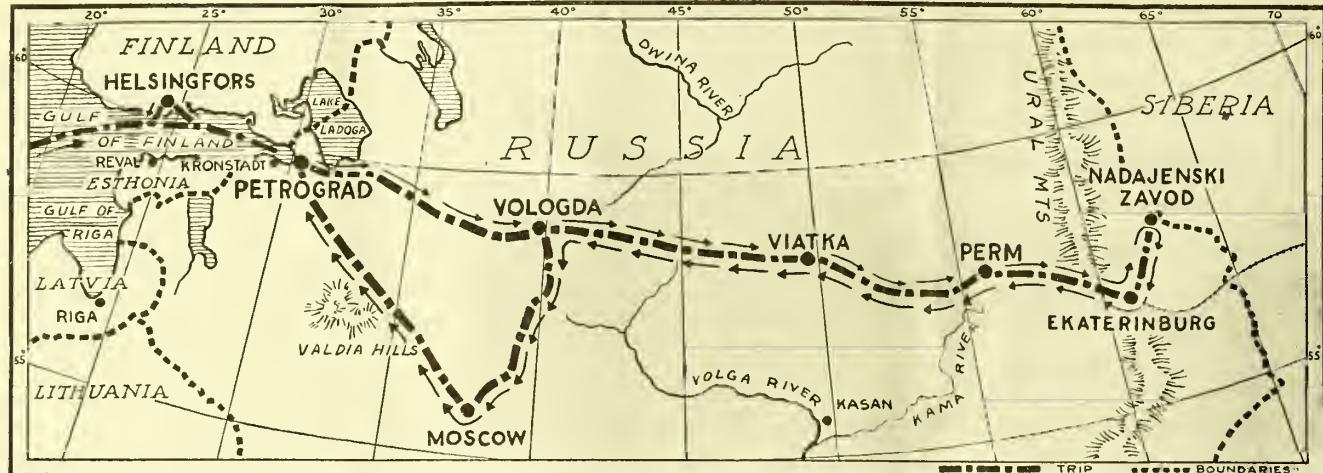
Again, it was proved in the World War that flying
(Cont'd on page 23)



Trained aviators flying in formation give the air neophyte a wide berth, whatever his rank. "He is generally treated as though he were a victim of smallpox"



The airship "Roma", wrecked a year ago last month with the loss of thirty-four lives, from a photograph taken in Italy before her delivery to the United States Government



Mr. Maguire's itinerary from Petrograd to Nadajenski Zavod and back

Eight Thousand Miles Through Red Russia

V.
Slipping the Noose

By
Edmund J. Maguire

[This is the fifth and final installment of Mr. Maguire's account of his adventures as a colonist in Russia. Earlier installments described his experiences in the great coal and iron district in the Ural Mountains and his escape when he found all was not going well with the colony. Making his way after many difficulties to Moscow, thanks largely to a friendly Russian officer with whom he became acquainted, Mr. Maguire arrived penniless in the Soviet capital only to find that the headquarters of the American Relief Administration were closed for the night.—EDITOR'S NOTE.]

I HAVE never in my life seen a more welcome sight than the sign which read "American Relief Administration," or suffered a keener disappointment than when I found the door locked. I had walked for four hours searching for the place, and my legs ached so that every step was misery. Add to this the weakness from a four days' fast and perhaps you can sympathize with the feeling of hopelessness with which I turned away.

To return to the railroad station almost certainly meant arrest, and arrest in Moscow in my circumstances might mean—almost anything. And yet there was nothing else to do. So I set out on another weary search, this time looking for the very place I had started from. It was eight o'clock when I turned away from the door of the American Relief Administration and a little after midnight when I found the railroad station.

By this time I did not care what happened to me. For several blocks in each direction from the station the sidewalks were full of sleeping refugees. Actually I walked for three blocks trying to find a place to lie down among them and found not a single space large enough. Then I walked into the station, dropped into a seat and in a moment was asleep.

But if those seats had been open to

the public they would have been filled before I found them. It seemed as if I had barely closed my eyes before I was awakened by a soldier punching me in the ribs with the butt of a rifle. I expected he would arrest me, but he merely shoved me out of doors. I walked around a corner of the building, back into the station through another door, looked around to see if my sentry friend was in sight, sat down in another seat and again fell asleep.

I slept longer this time, for when a soldier again roughly awakened me I felt somewhat refreshed, and my wits were a little sharper. This time the soldier demanded documents. I had none excepting the Kuzbas letter of introduction.

"Amerikanski tavarish, Amerikanski tavarish, (American comrade)," I kept repeating to the soldier.

He studied the document long and hard. I doubt if he could read it, but at least it had the familiar signature in red ink indicating Soviet authority. Finally he merely handed back the paper, grunted, and walked away. I slept through the rest of the night unmolested.

Next morning I found my way back again to the American Relief offices and told my story to the supervisor. I asked him to give me some kind of a job that would take me to Petrograd, so that I could get aboard an American vessel. Of course the American Relief could take no such chance of complications with the Soviet government. The best that could be done for me was to class me as a Russian refugee and give me a meal ticket to one of their refugee stations.

With the ticket I started out to find the refugee station. I walked for three hours and could not find it. I could go no further, and so I went back to the American Relief station. My condition

must have been evident, for this time I was taken to the kitchen where meals were prepared for the administration workers and tasted solid food for the first time in four days. In fact, it was the first real meal I had had in Russia.

When I came upstairs to the offices again the first man I met was Collins. He had beat his way into Petrograd as he had intended and was there to see if he could get trace of me. He was staying at the Hotel Sedome, an "immigration home" maintained by the Soviet government for English-speaking workmen.

Events were again beginning to take a favorable turn and I accompanied Collins to his hotel. It was a three-story tumble-down shack on the banks of the Moscow River, in a typical river-front neighborhood. Each of the lodgers had to pay five million rubles a week, and since I had no money I stayed in Collins's room on the chance that the manager would not discover my presence.

For three days I lived with Collins and ate the black bread and tea which he somehow secured, spending a great part of my time going from one relief administration official to another, trying to find some way out of my predicament. Finally I heard that an American oil man was staying at the Hotel Savoy, and both Collins and I went to see him with the intention of getting work in the oil fields.

He could not help us at once and suggested that I sell my story to one of the American newspaper correspondents in Moscow for enough to get me to Petrograd. I found one of these men (I cannot tell you his name, for he is still in Russia), and to take care of my immediate needs he lent me fifty million rubles. I promised to return next day to give him my story.

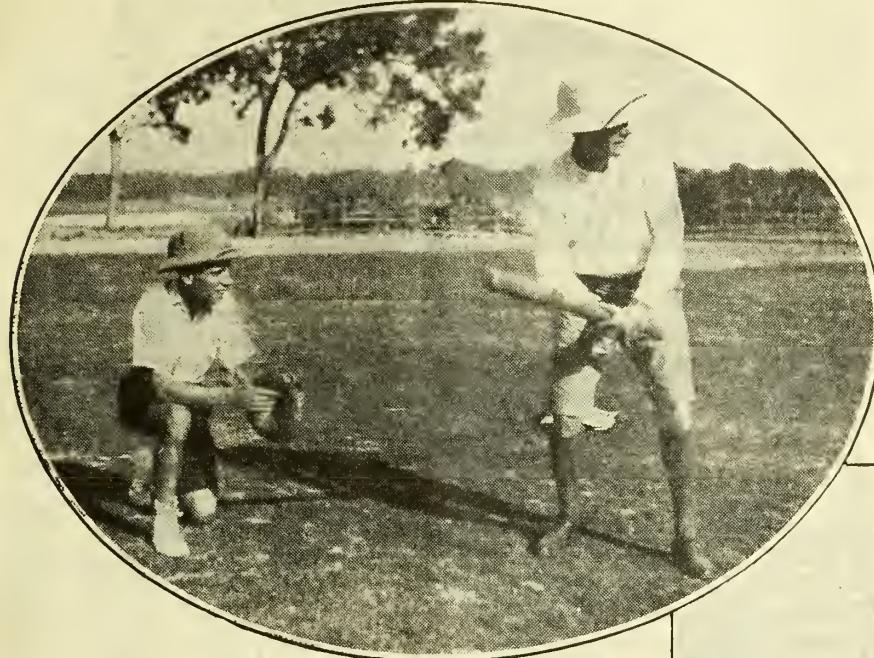
In returning to the Hotel Sedome I passed a spot where several times before I had noticed suspicious-looking

(Continued on page 26)

An Indian Outing

By W. H. Heinrichs

Adjutant, Calcutta Post, The American Legion



Pipe the tropical idea of a baseball uniform

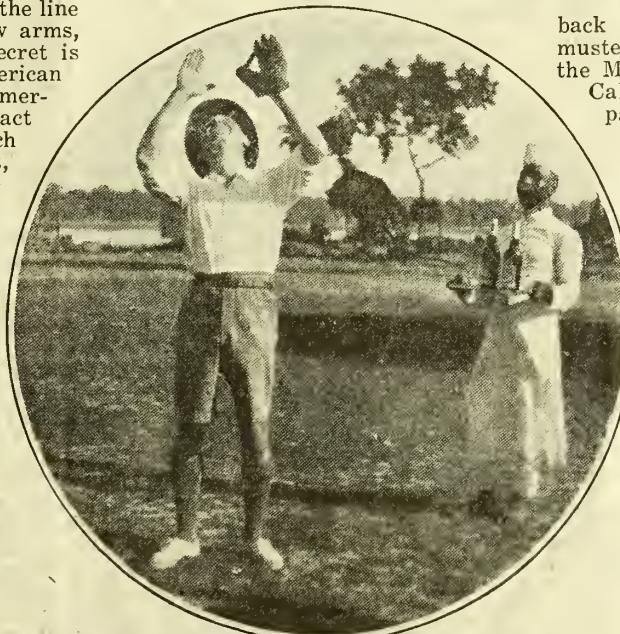
THE good ship *Amba* struggles against the muddy current of the River Hoogly, heading northward toward the heart of Bengal. On the forecastle of the tiny craft appears a strange animal, half as large as the ship itself. Sixty legs arranged in pairs like an extraordinary spider radiate from a common center. In the center of the creature, where the body and head should be, there seems to be a void. People on shore look at the amazing creature in perplexity. An Indian boatman ferrying a load of gaily-dressed passengers across the stream stops to stare and is nearly run down by a customs launch. A dozen half-naked, brown oarsmen, pulling at the sweeps of a jute boat like the galley slaves of old, gape in astonishment.

Suddenly the strange animal dissolves. The legs wander out of the line of radii to a circle. They grow arms, and bodies, and heads. The secret is out. Calcutta Post of The American Legion is out to have a real American holiday in spite of the fact that India is India. Surely such a manner of traveling on a boat, of grouping prone about a common center, must be some weird American ritual. Well, perhaps it was. If it was American, Calcutta Post had it.

You've heard of Calcutta Post? It's been in the Weekly before—first when it wasn't a post but a group of American World War veterans who wanted to be a post. We cabled the United States to find out how. Remember? We cabled from here in Calcutta, thousands of miles away, from India, which Mr. Kipling has been advertising for a long, long time. Calcutta has its share of Americans, and no place can be completely without American aspects when American veterans are there.

But back to the story: It was Armistice Day, if you must know—probably a long way

Calcutta Post didn't make Armistice Day so exclusively a day for sport as to forget to place a wreath beneath the city's cenotaph to her World War dead



First aid to the baseball players is a motto of Calcutta Post

back by the time you read this. We mustered at the base of the cenotaph on the Maidan, a fine monolith erected to

Calcutta's war dead. Here the post paid tribute to fallen British brothers-in-arms by placing a wreath at the foot of the monument, thinking perhaps as much of our own absent comrades.

After standing with bared heads during two silent minutes, the post proceeded to the river front, where Post Commander Reed herded everybody aboard the steam launch *Amba*, chartered for the occasion. That was where the story and the fun began.

The expedition moved twenty-five miles up the river to the jute mill of the American Manufacturing Company. Here, after the adjutant called the roll to ascertain if anyone had fallen overboard en route, the post disembarked and encamped in the luxurious quarters of the mill staff. Then the Legionnaires did a very un-American thing—they sat down to tea. But

to show their spirit was right, they arose in a body, and, as the Stars and Stripes which floated over the mill drooped in the evening calm, lifted their tea cups in a silent toast to the Eighteenth Amendment. When the sunset did fade out and the jackals in the jungle began to sing "Sweet Adeline," the gallant lads in turn let go great volumes of song. As the mighty chorus of "All We Do Is Sign the Payroll" swelled and thundered across the thickets of roti and panir trees, mother cobras gathered their young about them in terror, and Bengalese in mud shacks three miles away got up and started breakfast, thinking the factory whistle was announcing the approach of daylight.

Next morning, before breakfast, while the Indian sun was still below boiling point, the Legionnaires sleepily sought a vacant lot whereon they might do homage to the horsehide sphere. Hundreds of natives gathered on the sidelines to watch the Swamp Angels and the Muddy Rivers slaughter each other. The natives found it a bit difficult to understand the game, as it was not quite clear to the onlookers whether the object was to score the most runs or the most errors. After two hours of nip-and-tuck baseball, the game was called in the fifth inning on ac-

count of sun. While no great baseball talent was unearthed by the contest, some excellent jugglers and a few good acrobats were discovered.

Another strange and exotic custom was introduced into the country by these wild foreigners at breakfast time. One Legionnaire, alone and unassisted, captured the kitchen. Brandishing over his head one of the only waffle irons

in India, he drove out the Bengalese and Punjabee forces and set to work to turn out breakfast food that had never been seen before in like quantities anywhere from Bombay to Calcutta, or from Peshawar to Cape Comorin. Thus began the Americanization of India. It is only a short step from waffles to baseball.

During the rest of the encampment the boys engaged in such wartime sports as tennis, cubical dominoes and lift the schooner, accompanied by great outbursts of barber shop harmony and butcher shop discord. These quaint American customs, too, appeared to fascinate the natives. It struck us, from the number of our emulators, that only a short span of time rests between now and the day when "Sweet Adeline" will be the national song of India.

At daybreak, Monday, Calcutta Post of The American Legion climbed back aboard the asthmatic *Amber* which wheezed laboriously against the tide. Two nights on the river seemed to have developed rheumatism in the *Amber's* joints, and she made little progress toward the first city of India. At Shambanagar the United States forces abandoned the navy and climbed aboard an Eastern Bengal train for Calcutta.

To All Our Correspondents

THE AMERICAN LEGION WEEKLY has opened an editorial office at National Headquarters where all editorial work in connection with Legion activities will be performed. Letters and manuscripts pertaining to activities of The American Legion should be sent there. The address is National Headquarters Bureau, Indianapolis, Indiana. This includes correspondence for the Keeping Step department, for instance, but does not include contributions to the Bursts and Duds page.

Are You Selling Satisfaction?

By Albert Sidney Gregg

BILL JONES found it very difficult to keep his house comfortable owing to the low pressure of natural gas. He had tried to warm his front room with an open coal grate, but the draft was so poor that he was obliged to use a small electric fan to keep the coal burning, and then he did not get very much heat, for most of it went up the chimney. The situation really became critical, and one morning he started out with a set determination to buy an improved coal grate that would enable him to dump the ashes by pulling a lever. The one he had been using had a solid bottom, with grate bars, and the ashes and cinders had to be removed with a shovel.

Now keep in mind that Jones wanted heat. And his idea of getting it was to buy a coal grate. He wanted quick action. The weather was too severe to wait for the installation of a coal furnace, and furthermore the furnace men were swamped with orders and could not do anything for some time.

After a search of the department stores, Jones could not find anything that promised any better results than the grate he had been using. In a city that had been served with natural gas for so many years, coal grates were not much in style. They had been used here and there more as ornaments than as heat producers.

Then he began hunting through the hardware stores. At last, within a few blocks of his home, he found a merchant who knew the difference between a coal grate and satisfaction. Jones asked for a coal grate, but the dealer did not have any in stock. Then followed a general discussion of heating methods, in which the merchant sug-

gested a certain make of gas heater that would use a very low pressure of gas. Jones objected. He had been obliged to throw out a gas log because he could not depend upon the gas supply. His whole thought was centered on a coal grate.

Thereupon the merchant told Jones that his heater would give good heat on a half ounce of gas, whereupon Jones became interested. To get heat out of a half-ounce gas pressure was a pretty strong claim. The merchant did not happen to have a heater in stock such as he was advocating, but he did have a picture of it in a catalogue. With the picture before him he explained why the heater would give warmth with a low gas pressure. Then he clinched his selling talk by offering to make all the connections and set the heater up ready for business, and if it did not give satisfaction he would take it out.

The offer to guarantee satisfaction was too strong to be ignored, and Jones told the merchant to put in the heater. It was installed the next day, and gave the desired heat even when the gas pressure was near the vanishing point.

There is a big idea in this incident for every man and woman who is selling something. And that point is, "Sell satisfaction in place of merchandise or services." Note that Jones had gone out in search of a coal grate. What he really wanted was something that would heat his home. He insisted on a grate, because, as far as he could see, that was the only thing that would work. He really wanted the satisfaction that comes from warmth in cold weather.

Isn't this true in all selling activities? A salesman, manufacturer, or

retailer, who "guarantees satisfaction," and lives up to his guarantee, will have little trouble in building up a substantial trade. In the incident just related, Jones has gone back to that merchant repeatedly for other articles, and boasts him on all proper occasions. The merchant is profiting from the good will created by selling satisfaction.

Real lasting salesmanship consists of the ability to sell satisfaction along with the commodity. It means taking a real interest in the customer and his needs, of getting his point of view, and pulling down stock or making calls and showing samples until he gets exactly what he wants. Many people do not know just what they want when they deal with a salesman or visit a store. They may think they know what they want. It is for the salesman to locate the deeper need, and satisfy it.

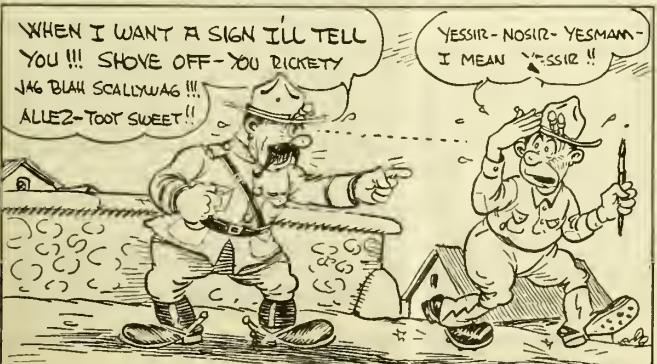
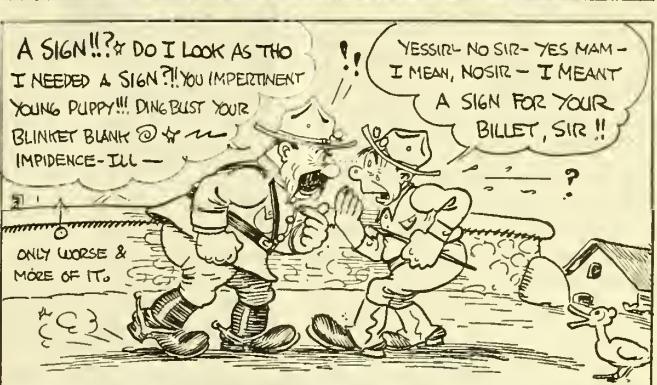
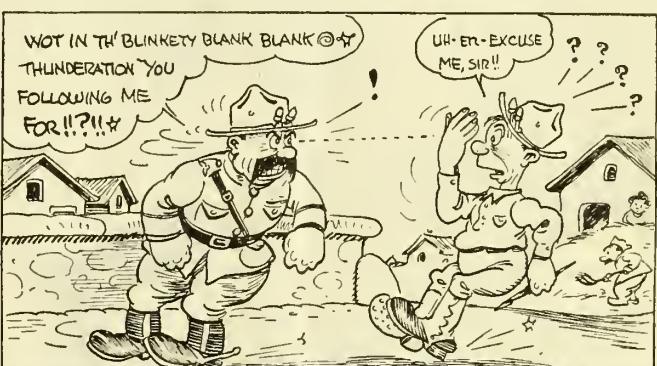
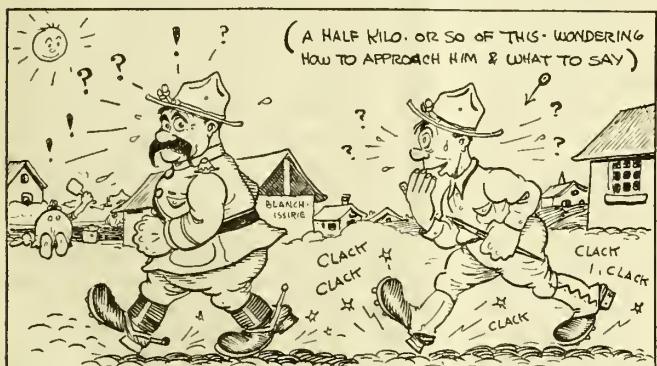
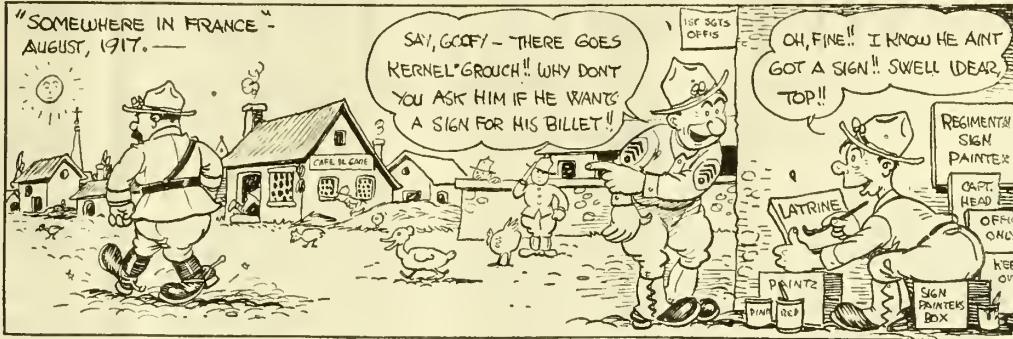
Marshall Field won good will worth millions when he established the policy based on the maxim, "The customer is always right." Of course that may be debatable, but as a policy for a high-class store it is hard to beat. Wanamaker's policy of offering defective goods, and of advertising defects, of course selling them at a reduced price, won a great deal of confidence for him.

The man who is working on a salary or for wages in a factory, store, or office can sell satisfaction in the way he does his work just as truly as if he were selling tangible commodity. Punctuality, loyalty, efficiency, and eagerness to advance by learning are qualities that give satisfaction, create good will, and bring larger profits in the form of an increase in pay. The men who do not give satisfaction are the first to be let out when business is dull.

A. E. F. Flashbacks

By Wallgren

How PRIVATE GOOFY Was CURED OF VOLUNTEERING HIS SERVICES.



EDITORIAL



For God and Country, we associate ourselves together for the following purposes: To uphold and defend the Constitution of the United States of America; to maintain law and order; to foster and perpetuate a one hundred percent Americanism; to preserve the memories and incidents of our association in the Great War; to inculcate a sense of individual obligation to the community, state and nation; to combat the autocracy of both the classes and the masses; to make right the master of might; to promote peace and good will on earth; to safeguard and transmit to posterity the principles of justice, freedom and democracy; to consecrate and sanctify our comradeship by our devotion to mutual helpfulness.—Preamble to Constitution of The American Legion.

When Germany Had the Upper Hand

FRANCE and Germany went to war with each other in 1870, and France was decisively beaten. Paris was starved into capitulation, and plumed Uhlans marched victoriously under the Arc de Triomphe. The treaty of peace was signed at Versailles, and in the same historic building a King of Prussia became Emperor of Germany. France lost Alsace-Lorraine, and was forced in addition to pay an



indemnity of five billion francs. France paid it. And Germany stayed in France until she did.

The Weekly is glad to print the map shown herewith, which is from the *Continental Daily Mail* of Paris, the name of which newspaper will stir pleasant recollections in the minds of A. E. F. veterans. The *Mail* itself published the map at the request of a French librarian who enclosed a sketch of it with his letter. The map from which the sketch was made is one prepared by the Prussian staff in 1873. It is now the property of the Military Medical School of Lyon.

It is worth studying in view of the situation in the Ruhr valley. It explains much that Germany has not been especially insistent on bringing to public attention in recent weeks.

“Saving” the Farmer

THOSE selfish organizations behind the movement to throw open our gates to a flood of aliens are shrilly proclaiming that unrestricted immigration would prove the salvation of the American farmer. Were it true that those from overseas go to the farms, this contention might have some basis in fact. But, unfortunately, it is not true. The new arrival in almost every case rushes to the cities

and factory towns, where—since he represents “cheap labor”—he is hailed with delight by the so-called friends of our agriculturists. Of last year’s entries, only two percent were farmers.

At present there are more than enough able-bodied workers in this country to care for our industries. There is, in fact, a surplus. A recent survey disclosed that we have, for instance, 200,000 more miners than we need. For a large part of the year these men and their brothers in other fields of labor are idle—through no fault of their own. This means waste. And waste must always be paid for by some one. Working or idle, our industrial workers and their families require food, clothes and shelter. They must get enough for their labor, when they are fortunate enough to be at work, to enable them to live through the rest of the year. This is elemental economics. Who pays? All of us; and the farmer is certainly not exempt, for he is buying goods for more than it should cost to produce them.

We must take care of those already within our gates. Until there is no longer a costly surplus of men and women who want to work but cannot, immigration should be absolutely prohibited. Until it is prohibited, industry will never make the proper use of the labor that is already available. And all of us—including the farmer—will continue to pay.

Sold—to the Workers

IN these days when the cartoonist usually pictures employer and employee growling at each other like two strange dogs, it is pleasant to hear from Henry A. Dix, of New York. Until a few weeks ago, Mr. Dix was the owner of a clothing factory and the big boss of four hundred men and women. Today the employees are the bosses. Mr. Dix has sold his business to them, and they will pay for it out of the annual earnings. The late owner will continue to act in an advisory capacity, without salary, but the real control of an industry valued at approximately a million dollars will be vested in a board of directors composed of employees.

Mr. Dix says that he has carried out his plan against the protests of friends who told him that it couldn’t be done.

“I told them it could be,” said Mr. Dix. “I told them they didn’t know my employees.”

This is an experiment which will be watched with great interest, both by those who believe and by those who doubt. Very likely there are snags ahead; but all businesses have to deal with snags. The substitution of joint control for one-man control is bound to make difficulties in such matters as hiring and firing and the sale and inheritance of stock. But if the four hundred new bosses can find a solution for such problems they will contribute a great deal to the future of industrial relations. In the meantime, this venture is an answer to those cartoonists, and to all persons, who can only see the employer and the employee as bitter enemies. The spirit is so fine that the plan deserves success.

Early “Treasury Raiders”

IF we are to believe what the foes of adjusted compensation tell us, George Washington was guilty of “commercializing patriotism”. He gladly accepted a large tract of land as his “bonus”. That one other great Revolutionary soldier was even more “mercenary” is an equally well-substantiated fact which has, however, never achieved quite such wide circulation. Today there is in the Treasury Building at Washington the original of a draft which a grateful Congress presented to a distinguished friend of America when he visited this country many years after the Revolution. It reads thus:

To Thomas Tudor Tucker, Treasurer of the United States, greeting:

Pay to General Lafayette or order two hundred thousand dollars, being the amount allowed him in consideration of his services and sacrifices in the War of the Revolution, pursuant to an act of Congress concerning him, approved 28th of December, 1824.

We paid our debt to Lafayette, we adjusted Washington’s compensation. And now?

Their War-Time High Spots

One Morning in Thiaucourt



Within 350 yards of Thiaucourt, and liaison with the infantry being broken, our captain did not know whether the town was occupied by Americans or Germans. He therefore sent me ahead and ordered the company to halt.

I went on—with only my automatic. For all I knew the whole German army might be in and behind that town. It was a ticklish job, and I was a bit jumpy. All went well until suddenly I turned a corner and, to my horror, found myself face to face with three German non-commissioned officers. They were about six feet tall and looked eight. To be perfectly frank about it, I was scared stiff. For a moment I was too dazed for action. Then I prepared to throw up my hands.

But I didn't have to do it. To my intense surprise I found the trio holding up their hands—just as high as they could hoist them. It wasn't long before I managed to recover my composure, and, pulling my pistol bravely out of my holster, I marched my prisoners out of the town and turned them over to the first American guard I saw. Then I reported to my Captain that the 23d Infantry was in Thiaucourt.

To this day the thought of those gigantic men looking fiercely at me—apparently ready to kill me—sends shivers up and down my spine.—MAX WEINSTEIN, Philadelphia, Pa.

Music Hath Charms

FOR many days we had battled around the little town of Seringes-et-Nesles. At last came the welcome news that we were to be relieved. But

Tell the Thrill Editor, 627 W. 43d st., New York City, your most vivid impression of the days of 1917-1919 in less than 300 words. Unavailable letters cannot be returned.

our joy was to be short-lived. Early the following morning (imagine our feelings!) we were again ordered to advance. The enemy was retreating and we must follow in reserve.

In Seringes we took what shelter we could find in cellars in the town and in shell holes outside while Heinie amused himself by dropping an occasional shell among us and an airplane sporting our own insignia peppered us with a machine gun.

In company with a comrade I was making the most of the hospitality offered by an exceedingly muddy shell hole when suddenly something happened that thrilled me as has no other experience I have ever had (and for five months I was a runner—and my close calls were many and varied). As we lay there hugging that tiny depression in the mud, there issued from the town the strangest sound any human being ever heard on any battlefield. It was music—piano music! Over that blood-stained field came floating the strains of "There's a long, long trail a-winding". The notes were coming from a piano amid the débris of the metal-torn town. Some adventurous Yank in exploring the ruins had found the instrument. It was sadly out of tune, and I suppose there have been many better musicians than that boy. But to me and those about me that music was divine.—MELVIN ROBERTS, (formerly private, Co. A, 166th Inf.), Winfield, W. Va.

Before the Battle

WHEN I went to France to see the war,

It was quite a thrill, thought I. And I never will forget the night I nearly caught a spy.

Breathless moments came thick and fast, But to me the biggest thrill Was when my dear old skipper said: "Here's your pass to Paris, Bill!"—BILL NETCH (ex-Sergeant 1st Class, Base Hospital 58, A. E. F.), Capt. Belvidere Brooks Post, New York City.

Out of an Ash Can

MY greatest thrill of the war probably was also the greatest thrill of many thousands of other gobs. It also was a thrill to which we all got accustomed, sooner or later. It was only the first experience in actually exploding a depth bomb.

I remember my own first shot at an ash can well. I was a coxswain on a submarine chaser. We went up the coast of Maine for depth bomb practice. In Boothbay Harbor, the gunner's mate and I were told to prepare a can to drop over the stern. We did. Then we dropped the can, while the boat was going full speed ahead. Although the boat got two or three hundred yards from the can before it exploded, I shall never forget the huge, cylindrical column of water which came up out of the harbor—a cylinder thirty or forty feet high and fully that big in diameter.

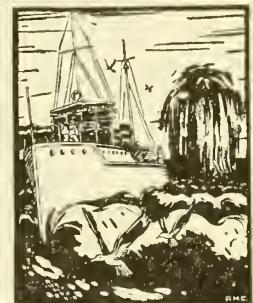
Then I was shocked to hear the plates of my boat buckle—er-r-r-r-runk, just like that. And half a second later I was relieved to hear them snap back into place—clank, just like that.—FISK RODNEY, Springfield, Mass.

A Personal Alert

MORE actual thrill and less of that cold, clammy perspiration effect was involved in an incident which occurred just a few miles north of the Marne, in the woods surrounding Le Charmel Château.

The major and I were reconnoitering. Our motive power originally consisted of one of those little Ford machine-gun trucks. Upon emerging from behind the walls of a barn at the base of a hill, where the motor had been parked during a journey on foot, a one pounder on top of the slope commenced sniping in

(Continued on page 22)



When the First Held On

The Weekly asked former division commanders to contribute to the Thrill Department, and prints this week the response of one of the old C.G.'s of the First Division

THE German had that day caused the utmost consternation among the Allies. He was enormously enlarging the Château-Thierry salient. The spreading had reached the right of the First Division near Montdidier, and the division commander, staff and all were feeling very serious in the midst of the battle. Just then a carrier pigeon in flight was brought down by one of the thousands of rifle and shrapnel bullets passing through the air. The message that it bore was this: "Our lines have everywhere given way." The news was terror itself. The general, his staff

and all who heard it turned pale. What could be done? The whole thing was so unexpected, so terrifying.

Then the reader thought to glance again at the bit of paper. He had overlooked the place from which it was written—one hundred miles away, far on another front! The First Division was unmoved.—R. L. BULLARD, Major General U. S. A. (former C. G., First Division; C. G., Third Corps; lieutenant general commanding Second Army, A. E. F.), Governor's Island, N. Y.



We take off our hat to

DIAMOND CITY POST AND AUXILIARY, WILKES-BARRE, PA. For producing one of the best all-Legion editions of a newspaper that we have yet seen. An all-Legion staff practically took over the *Times-Leader* and turned out a rip-snorting paper that made a lot of money.

CUYAHOGA COUNTY COUNCIL, THE AMERICAN LEGION, CLEVELAND, OHIO. For having one of the best teams in the campaign for Cleveland's Community Fund. The Legion team obtained pledges for almost eighteen thousand dollars, exceeding its quota by twenty-seven percent. Five other teams in the campaign were captained by Legionnaires.

COLORADO STATE FEDERATION OF LABOR. For endorsing and supporting the membership campaign of the Legion in that department. Union men were urged in a letter from John E. Gross, state secretary-treasurer, to affiliate with Legion posts. Co-operation with the Legion in every possible way was assured.

EL SEGUNDO (CAL.) POST. To establish a feeling of complete equality and a spirit of co-operation among the members, this post adopted the conscription system in building its clubhouse. Each member was assigned a number, drawings were duly made, and the men drafted had to devote an evening to work on the clubhouse or present good excuses to the "local board." A kangaroo court sat on cases of defection where no excuse was offered.

DRUM AND BUGLE CORPS OF GEN. GEORGE A. CUSTER POST, BATTLE CREEK, MICH. The thirty-three men of the corps through their own efforts have raised sufficient money to permit attendance at the Second, Third and Fourth National Conventions of the Legion, taking first prize at Kansas City. In addition, they have attended all of their department conventions and numerous district conferences.

HARRY BAKER POST, ASHLAND, KAN. For being the first post in the entire organization to have its 1923 subscription cards in the office of the Weekly—1922 membership was renewed one hundred percent and cards and dues were in department headquarters on Novem-

ber 6, 1922. FRANK LUKE, JR., POST, PHOENIX, ARIZ., and VERNON ROBBINS POST, WINNEMUCCA, NEV., followed as a close second and third. JAMES DOORNINK, POST, SIOUX CENTER, IOWA, reported than one hundred percent of their 1922 membership before December 21st.

KEWANEE (ILL.) POST. An attractive eighty-page book of photographs of the leading manufactures, business houses, homes, churches and other buildings of Kewanee was published under the auspices of the post. In addition to advertising the town, the sale of the four thousand books will help in paying off the debt on the post's newly acquired home.

E. J. ROESE, VICE-COMMANDER, HARVEY SEEDS POST, MIAMI, FLA. For super-loyalty to his post and the Legion. Married at six o'clock in the evening of a certain day, it happened that his post had a meeting at eight o'clock the same evening—so Roese left his bride to attend the meeting, and afterward returned to start his honeymoon. What if the meeting had been called for six o'clock?

CUNNINGHAM POST, HAMILTON, TEX. For being the only post in the entire Legion which this year has George King of England as commander. George King, an Englishman by birth, but an American by choice, heads the post.

CAMBRIDGE (MINNESOTA) POST. For remitting in December, 1923, dues for fifty Legion members, when their total membership in 1922 totalled only twenty-three. Greenbush Post and Post No. 8 of St. Paul had also exceeded their 1922 total by the middle of December.

BRITTON (OKLAHOMA) POST. For establishing a veteran, rehabilitated by the United States Veterans Bureau, in a paying business. When this comrade, who had been trained as a shoe repairman, came to Britton looking for work, the post learned that the town shoe repair shop was for sale. The eighteen members of the post all signed a note for the money needed to purchase the shop and put the man to work. The new repair shop is now practically free of debt.

Booming the Home Town

TWELVE thousand dollars profit from a five-day celebration in a town of nineteen thousand population sounds like big money, and it is big money, even though it isn't all clear cash. Helen Thesing Post of Barberton, Ohio, used good judgment in figuring up profits on the industrial exhibition and circus which it staged last November. The credit side of the post's ledger shows the following:

Net balance, cash.....	\$ 1,500
Prestige with public.....	5,000
Experience	5,000
Increase in members.....	500
Total for future use.....	\$12,000

Barberton is a thriving little manufacturing town with good local business houses, but a too-convenient connection by trolley with neighboring cities used to cause otherwise public-spirited citizens to do a good deal of their shopping away from local merchants. What Barberton needed was to know itself, and the Legion post has supplied that knowledge. The merchants and manufacturers took kindly to the Legion's plan to stage a local pageant of progress, or industrial exhibition, as it was called, and backed the post to the limit. At the time the exhibition opened, every manufacturer and dealer in town had his line of goods displayed in an attractive booth built by Legionnaires in the largest available auditorium. Included in the daily program was a style show with the handsomest girls of the town as models, a popularity contest in which local commercial organizations entered candidates, and, as entertainment, a good bill of circus acts.

It was the post's first big fling, and it is admitted that plenty of mistakes were made—hence the valuation placed on the experience item. Through lack of co-operation on the part of some members, some outside help was employed to do work that should have been volunteered. Now that these doubtful members have seen what can be accomplished with a little effort on the part of each, they are ready to pitch in and help at any affair the post backs. The skeptics, the knockers and disinterested veterans who couldn't see the Legion at all, are now convinced that the post is a live community organization and are signing up.

Every citizen and business man of Barberton testifies that the exhibition and circus was the biggest and cleanest affair ever produced in the town. The business men have profited through the opportunity to show their townspeople and the hundreds of people from miles around who came into town for the exhibition just what Barberton had to offer to the buying public. That's why Helen Thesing Post considers the position it has gained in public esteem as equal to five thousand dollars.

Besides splendid publicity in the local press, newspapers in Akron and Cleveland gave much space to the affair. An attractive souvenir program containing a history of Barberton and of Helen Thesing Post and its Auxiliary and a statement of the Legion's determination to help advance the town proved another good publicity medium.

THE entire Legion must take its hat off to the DEPARTMENT OF GEORGIA. For demonstrating that its winning of the MacNider Membership Cup in 1922 was not a mere flash in the pan. On FEBRUARY 15, 1923, THE DEPARTMENT TOPPED ITS 1922 MEMBERSHIP TOTAL

BURSTS AND DUDS

Payment is made for material for this department. Unavailable manuscript will be returned only when accompanied by stamped envelope. Address 627 W. 43d St., N.Y.

Another Ex-Blacksmith

It had been terribly hot about the camp, and the battery cook was suddenly struck by a bright idea for the welfare of humanity. He filled a G.I. can with ice water and was dumping in tea leaves when the mess sergeant strolled up.

"Wotcher makin' there?" demanded the latter.

"Ieed tea."

"You can't make iced tea that way, insipid. You gotta boil it."

"Boil it?" The cook became scornful. "Boil it? Why, you poor oil can, if I boiled it, it would melt the iee."

"Come, Hero Mine"

The war profiteer was enjoying a seat in a crowded street car when the remnants of a doughboy hobbled in and took his stand nearby in the aisle.

Realizing that the occasion called for some display of courtesy, the seated gentleman reached out, buttonholed the other and whispered:

"Stick around, old fellow. I'll be getting off in seven more blocks."

Nothing Criminal About It

"Have you ever served on a jury in a criminal case?" demanded the district attorney.

"No, sir," replied the talesman under examination.

"But my notes show that you served on the jury when Peter Szokowski was tried for murder."

"Yes, sir—but we acquitted him."

The Proceedings

He: "And we'll go through all our trials together."

She: "At least the first one, dear."

Bill Knew

"Shakespeare had the right idea when he asked 'What's in a name?'" commented the professor.

"Yes," the seasoned New Yorker replied. "They must have been making bootleg stuff even in those days."

"Army Cook Asks Job"

(Ad in Ridgewood (N.J.) News)

SEWING done. Phone Ridgewood 1163-R. C. DE PLAA, teamster.

Never Can Keep Track

An old colored woman had stopped on the street corner to chat with another member of her race. Suddenly, as the town clock struck five, she started and exclaimed:

"Mah goodness, tempus suttinly am fuggitin'. Guess Ah'd bettah go on home and count dem chillern."

Mr. Daugherty Please Note

The boy stood on the burning deck;

His clothes were all a-flierker.

Oh, what's the use of living

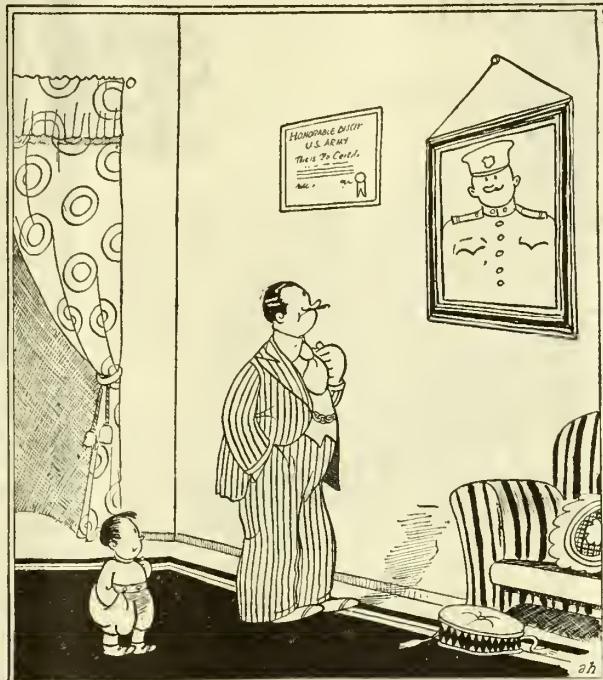
On a ship that has no likker!

No Opposition

Mr. Mokey (applying alone): "Ah wants to get a marriage license."

Clerk: "Where's the bride-elect?"

Mr. Mokey: "What yo-all mean elect? Dey wasn't no 'lection a-tall. De lady done



In 1923

"Oh, father, dear, that soldier,
That grimjaw—was it you?
How hard he stares, how
fierce he glares,
He fairly looks you
through!"

"Yes, yes, my son, that soldier
Was me from cap to bar,
And at his tones men paled
with moans—
But do not tell mamma."

app'nted herself to de office at mah own
pussonnal request."

Great Minds Separate

"What do you immediately think of when you hear the word mint?" asked the famous psychologist.

"Money!" exclaimed the New Yorker.
"Julep," murmured the old Southerner.

Ingenuity

It was one of those melodramas given by home talent and in the guardhouse scene a real, honest-to-goodness buck private was supposed to be drilled by a bullet while sawing through the bars in an endeavor to gain his liberty. The gun unfortunately missed fire, but the buck, true to form, dropped as if dead.

Something had to be done and that instantly, but the sergeant of the guard was equal to the emergency.

"Thunder and lightning!" he bellowed.
"He's swallowed the hack-saw."

The Fragile Sex

Casey: "Kelly wants me to tell ye he couldn't be down to work today as the missis is sick."

Foreman: "An' what's after bein' the trouble with her?"

Casey: "Ah, the poor girl. She broke two fingers wallopin' Kelly."

And Truth Prevailed

Canute gloomily watched his early British courtiers struggle with the impudent wavers.

"At least," he mused, "history will give me credit for teaching these creatures how to bathe."

Bountiful

MacDonald, late of the A.E.F. and still yearning for adventure, had hied himself to one of the South Sea Isles and there taken unto himself a native bride. Unfortunately the dusky beauty's mother elected herself one of the party and Mae had been unable to shake her off during the honeymoon.

The loving couple were passing through the forest, closely attended by the older lady, when a large, ripe cocoanut fell, bouncing neatly off the head of the uninvited chaperon and sending her to bye-bye. MacDonald watched the occurrence with interest and then, squeezing the girl tightly, whispered:

"Dearest, ain't Nature grand?"

Persuasion Needed

"Do you stand back of every statement you make in your newspaper?" asked the timid little man.

"Why—er—yes," answered the country editor.

"Then," said the little man, holding up a notice of his death, "I wish you would help me collect my life insurance."

Poor Nan

An Armistice Day meeting was being held in a one-horse town and the chief speaker was waxing more rhetorical than veracious concerning the exploits of the local hero.

"Let us never forget the valor of young Clarence McEllery," he roared. "It was he who led the successful attack upon Lorraine! It was he who took Nancy by surprise! It was—" "The brute!" ejaculated an old lady, and left the hall.

"Take That Man's Name!"

He was calling on the one and only girl. "William," she said softly, expecting the usual answer, "William, dear, have you any idea what Heaven must be like?"

"Yes, darling. Until today I had never given the matter much thought. But now I have a very clear idea of what Heaven must be like."

"Yes?" she murmured, snuggling closer. "Tell me what gave you this idea."

"Well, my angel, I was listening today to the recruiting officer describing life in the United States Marine Corps."

As Elucidating

Efficiency Expert Barr: "That's funny. I've been studying this business chart for an hour, but I'm unable to discover what it means."

Mrs. Barr: "No wonder. The baby scribbled that."

There's a Reason

Mr. Cheerup: "Look pleasant, my man. The fellows who succeed are the ones who can smile."

Mr. Lowdown: "Sure! That's what makes 'em smile. What have the other guys got to smile about?"

You Answer It

Little Girl (as her mother overhauls her furs for the winter): "Mother, what did moths eat before Adam and Eve wore clothes?"

Keeping Step With the Legion

Address all communications to this department to The Stepkeeper, National Headquarters Bureau, The American Legion Weekly, Indianapolis, Indiana.



What's Your Percentage?

JOHN A RICE, adjutant of Patrick J. Coyne Post of Charlemont, Massachusetts, comes to bat with a new idea about lecture courses and lyceum courses in general. They should be handled on the percentage basis only, he says, and advises that other posts are doing so and intimates that they are doing so with success. Other posts, front and center! What's the dope on putting over a lecture course on the percentage basis?

Meantime, here's what Adjutant Rice has to say:

I see in the issue of January 26th that you ask for information about running lecture courses. I will tell you the luck that this post had in running one the past winter. This town has a population of about one thousand. We signed with a lyceum company for five courses. One was a cartoonist and the rest musical. The entertainment committee had charge of the details, and at the time I was post commander. We had good weather on all except one night, but every night we went

behind until we were about two hundred dollars down at the end. The lyceum bureau didn't send the advertising as quick as they should have and we had a hard time to get the shows posted. The bureau didn't do much of anything that they agreed to; in fact, everything was perfectly rotten. But we do not blame the whole failure on the bureau.

When the agent from the bureau came to sign us up I told the chairman of the entertainment committee of a few things to do before deciding to sign. He didn't do any of them, but blundered on blindly into it and as a result this post is minus two hundred dollars as well as a lot of labor. I told him to go and interview everyone who had acted on a committee which had run any lecture courses, to see if he could get anyone to sign as guarantors, and to see if he could get the bureau to make any rebate in case we went behind.

The last lecture has never been given as yet and probably will never be given. We are going to show some moving pictures instead, as we advertised five courses and sold season tickets. The way that many of the posts in this State are handling lecture courses is on the percentage basis. That is the only safe way, in my estimation.

When Not to Plant

DEBATE seems pretty much squelched in the proposition of incorporating the planting of memorial trees in the usual Memorial Day services. Three letters, each written by a man who knows his book—who is connected somehow with the nursery business—did the squelching. Mind you, none of them objects to the idea of dedicating a memorial tree on Memorial Day—in fact, they all like the idea—but they do object to planting memorial trees on Memorial Day. They say that planting that late in the season is impractical.

Letter No. 1 (in the order they were received) comes from James A. Tufts, Jr., commander of Almon E. Pingree Post of Exeter, N. H. He says:

Go cautiously on planting trees Memorial Day. The writer happens to be president-elect of the New England Nurserymen's Association and proprietor of the Granite State Nurseries, and can say for this corner of the world that if you want success in transplanting trees, don't wait until the last

DID YOU KNOW THAT IN MANY TOWNS AND CITIES

THE AMERICAN LEGION has provided for every disabled service man?

THE AMERICAN LEGION has been working hand in hand with Boards of Education for better schools?

THE AMERICAN LEGION had adopted and is training entire troops of Boy Scouts?

THE AMERICAN LEGION has been the moving spirit in organizing and conducting baby clinics where mothers received valuable instruction in the care of children?

THE AMERICAN LEGION has cleaned the sidewalk gang out of amateur boxing and has taken entire jurisdiction of state boxing programs?

THE AMERICAN LEGION has planted miles of roadways with beautiful shade trees?

THE AMERICAN LEGION is teaching America and Americans to reverence the flag?

THE AMERICAN LEGION has conducted funeral services and provided the necessary expenses where the families of veterans were unable to do so?

THE AMERICAN LEGION has laid out parks and playgrounds, has built monuments and club houses?

THE AMERICAN LEGION is teaching and schooling foreigners in the ways of America?

THE AMERICAN LEGION needs you in 1923. It is the big year. Pay your dues. Use these arguments on a buddy to get him *to pay his.

SPECIAL NOTICE TO ALL NEWLY ELECTED OFFICIALS:

When you were elected to office in your post a great responsibility was placed upon you which you accepted. Nineteen twenty-three is the big Legion year. Your first responsibility is membership. Before your post can accomplish any part of the great Legion program you must have members. It is your duty to see that everyone who was a member in 1922 has renewed for 1923 and as soon as possible. Don't put off this work. Organize your post now for a membership drive. As soon as the members are signed up, be sure that The American Legion Weekly Record Card is mailed promptly. Everything depends upon you.

of May. For best results, plant in late April or early May. Every day after the first of May that you plant trees the chances of success grow less and less. And of course nobody wants to set out trees unless the probability of their living is good.

A better way might be to transplant in April or early May, and then dedicate the trees on Memorial Day.

American nurserymen have a campaign on with the slogan "Plan to Plant Another Tree." Every live and up-to-date nurseryman would be willing to help along this line in every way he can.

Letter No. 2 is from Nelson Coon, commander of Montgomery Post of Rhinebeck, New York, and a partner in the Rhinebeck Floral Company. He says:

Dear Stepkeeper: Certain it is that nothing is more fitting than that a growing, living thing should be used as a memorial to those who gave their lives. The idea is one to foster. But it seems that some consideration should be given the tree itself, and every effort should be made to see that the tree be a good specimen and that it be properly planted. And in the opinion of the writer there are very few sections of the country where any tree could be properly planted on Memorial Day. To insure best results trees should be planted very early in the year (say from March 15th to April 30th for this section). Trees planted later than this have to be handled with great care and at a great risk of loss. It is my suggestion therefore that the actual planting of memorial trees be done at the proper planting time and that the dedication of the tree be done in a more formal manner on Memorial Day.

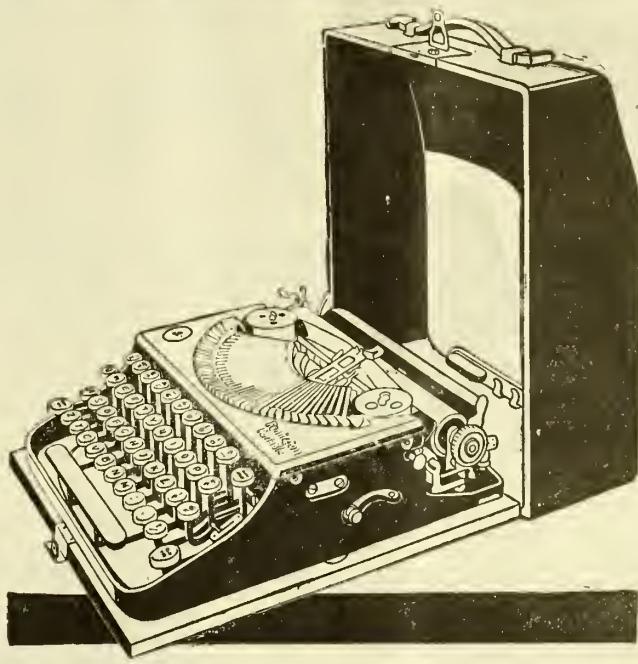
Letter No. 3 is from Harry Court-right of Shelbyville (Ill.) Post. He speaks for the Middle West and South as follows:

The planting of memorial trees on Memorial Day might be an excellent idea in the extreme north part of the United States only. The objection to that date is that trees to have the best chance to grow should be planted in this section before the last of March and farther South, still earlier. The idea could be followed out satisfactorily by planting trees as early as possible and then on Memorial Day placing proper markers and dedicating the trees. The risk of planting on Memorial Day at most places would be too great.

As there will probably be thousands of memorial trees planted in the United States in the next few years, why not have The American Legion buy these trees at growers' prices and sell them without profit or with a small profit to posts or societies wanting them for that purpose? I am making this suggestion because I know that at trade prices trees can be had for forty or fifty percent of what posts would have to pay for them. The trees could be shipped direct from the growers, and the Legion would have nothing but the correspondence to take care of.

And here's a fourth letter from an anonymous Legionnaire in Grand Rapids, Mich.:

While you're talking about Memorial trees in the Weekly, why don't you warn the gang against letting memorial trees die after they've been planted? I know a town where a whole row of memorial shade trees has been allowed to die. It would have been far better for that town if the trees had never been planted. Proper care would have prevented the death of nine-tenths of the trees, I am sure.



What's the Use of Pen Pushing?

Take any user's advice and buy a

Remington Portable Typewriter

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Post Adjutants and Treasurers find it indispensable. For everyone it makes writing an easier job, and a real good job at that.

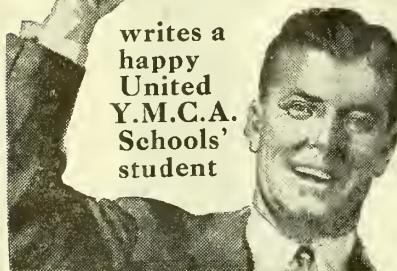
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"Recommended for appointment"



formerly of Scranton, Pa., and now in the employ of the United States government.

He was an office clerk, working long hours. He says "the light had dawned" that he was tied down to routine work for all time unless he trained himself. So he decided to devote spare evening hours to our excellent correspondence course in accountancy. He earned a salary increase of 60% before completing his course and in a year qualified for United States Internal Revenue service (Pittsburgh Division) as auditor of income taxes, with a further substantial increase of salary and responsibility.

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Full Address.....

(Please write plainly)

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Japan Seed House, Box 420, So. Norwalk, Conn.

Legion National Committees

SPECIAL and standing National Committees of The American Legion are appointed annually in compliance with the National Constitution and with action taken by the National Convention and the National Executive Committee. Questions which come up during the year pertaining to the work of these committees may properly be referred to the different chairmen. Information which may be valuable to them is constantly sought.

For that reason, The American Legion Weekly publishes herewith a list of special and standing committees for 1922-1923 as appointed by National Commander Alvin Owsley and approved by the National Executive Committee. The list is not yet complete, but the omissions are few.

Finance

WILDER S. METCALF, chairman, Lawrence, Kansas; BENNETT C. CLARK, Missouri; JOHN R. MCQUIGG, Ohio; Ex-officio Members: ALVIN OWSLEY, National Commander; ROBERT H. TYNDALE, National Treasurer; LEMUEL BOLLES, National Adjutant.

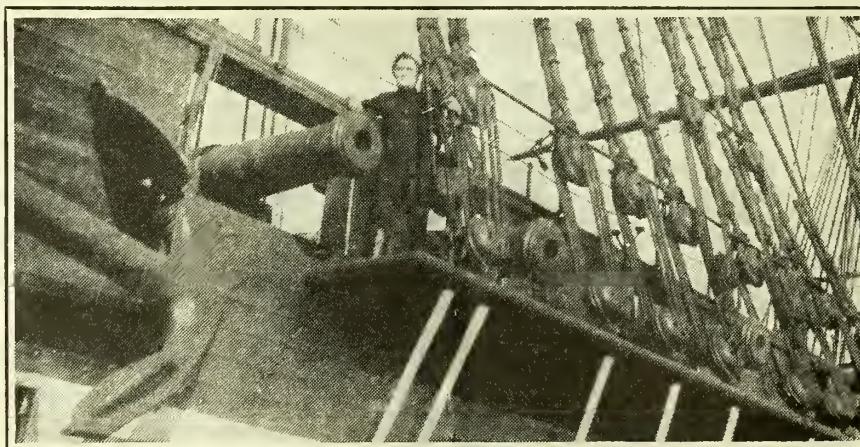
Legislative

To carry out the Legislative program outlined by the Fourth Annual Convention of The American Legion. To follow all legislation introduced in the National Congress which may have a bearing upon ex-service men and women and their dependents, or in which The American Legion is interested. The members are: Wayne Davis, chairman, San Antonio, Texas; John Thomas Taylor, vice chairman, D. C.; Anton Stephen, D. C.; Watson B. Miller, D. C.; Joe Morrison, Arkansas; Walter Harris, Georgia; William R. McCauley, Illinois; T. Semmes Walmsley, Louisiana; Leo M. Harlow, Massachusetts; A. H. Vernon, Minnesota; George J. Leftwich, Jr., Mississippi; Marcus Potteet, Nebraska; T. J. Salter, Nevada; I. G. Gordon Forster, Pennsylvania; George L. Berry, Tennessee;

H. Nelson Jackson, Vermont; Major Baldwin Meyers, Virginia; Preston T. McAvoy, Wyoming.

Rehabilitation

To carry out the rehabilitation program outlined by the Fourth Annual Convention of The American Legion; to follow all legislation introduced in the National Congress which may have a bearing on the rehabilitation of ex-service men and women and their dependents. Joseph Sparks, chairman of the National Rehabilitation Committee of The American Legion, perfected the organization of the National Rehabilitation Committee in the fourteen districts into which the United States is divided by the Veterans Bureau for administrative purposes. The chairmen of these fourteen district Committees, which in turn make up the National Committee, are as follows: District No. 1, C. J. Halligan, Barristers Hall, Boston, Mass.; District No. 2, Dr. Jas. T. Harrington, Poughkeepsie, N. Y.; District No. 3, Jos. H. Thompson, Westinghouse bldg., Pittsburgh, Pa.; District No. 4, Jas. A. Drain, Wilkins bldg., Washington, D. C.; District No. 5, G. Heyward Mahon, Jr., Greenville, S. C.; District No. 6, Rudolph J. Weinmann, Maison Blanche bldg., New Orleans, La.; District No. 7, Roger K. Rogan, First National Bank bldg., Cincinnati, Ohio; District No. 8, J. M. Dickinson, Jr., 112 West Adams st., Chicago, Ill.; District No. 9, H. D. McBride, Boatman's Bank bldg., St. Louis, Mo.; District No. 10, Charles E. Pew, Helena, Mont.; District No. 11, John C. Vivian, Simms bldg., Denver, Colo.; District No. 12, Adolphus E. Graupner, 525 Market st., San Francisco, Cal.; District No. 13, George R. Drever, Marion bldg., Seattle, Wash.; District No. 14, C. B. Freeman, 1001 Dallas County Bank bldg., Dallas, Tex. Advisory Board: Robert E. Bondy, D. C.; A. A. Sprague, Illinois; Dr. Hugh Young, Maryland; Dr. William LeRoy Dunn, North Carolina; Dr. Thomas W. Salmon, New York.



Arnold Daly, as Philip Nolan in the title rôle of the Legion's motion picture play, "The Man Without a Country." The picture of loneliness, disheartenment, misery, his fate is told in this powerful dramatization of Edward Everett Hale's masterpiece as the story of the penalty of treason has never been told before or since. The motion picture rights for exhibition of the picture have been taken over by The American Legion Film Service. Arrangements for exhibition in your town or city may be made by writing the Film Service at National Headquarters of the Legion, Indianapolis, Indiana.

Military Affairs

To recommend to the National Commander and the National Executive Committee such new legislation and such changes in existing laws as may be necessary to carry out the will of the Legion National Conventions on military policy. Col. William P. Screws, chairman, Montgomery, Alabama; John B. Barnard, Colorado; John McA.

The Weekly Race Returns

Read 'em and weep—or rejoice—according to the position of your department in the Weekly subscription card derby. The Big Ten hold their own from the previous week, but the next report may show another shifting of the field. Georgia and Idaho have consistently held first and second place, respectively, since the race began, but the rest of the field is jockeying for position and thundering close behind. Here is the line-up on February 14th—the standing of the department in proportion of 1923 cards received to total 1922 membership, and their standing on the same date in 1922 based on the same ratio.

	1923	1922	1923	1922
1 Georgia	43	25	Maryland	20
2 Idaho	28	26	S. Carolina	34
3 S. Dakota	13	27	Ohio	3
4 Iowa	5	28	Montana	25
5 Illinois	33	29	California	40
6 Indiana	10	30	Washington	42
7 Nebraska	2	31	W. Virginia	39
8 Utah	19	32	Wyoming	21
9 Rhode Island	8	33	Arkansas	7
10 Kansas	14	34	Alabama	38
11 N. Hampshire	15	35	N. Carolina	18
12 Delaware	30	36	Virginia	29
13 Penna	16	37	Vermont	27
14 Colorado	37	38	Oregon	31
15 Oklahoma	6	39	Michigan	24
16 Maine	32	40	Massachusetts	46
17 Wisconsin	9	41	Kentucky	17
18 Minnesota	1	42	Mississippi	35
19 N. Dakota	4	43	Nevada	48
20 Connecticut	36	44	New Jersey	45
21 New York	41	45	Missouri	12
22 Texas	26	46	N. Mexico	11
23 Arizona	44	47	Florida	22
24 Tennessee	23	48	D. of C.	49
	49	47		

Palmer, District of Columbia; Sumter L. Lowery, Florida; Paul Malone, Georgia; Joseph F. Dyer, Idaho; Amos W. W. Woodcock, Maryland; George Leach, Minnesota; J. D. Heiny, Missouri; Edward Logan, Massachusetts; Arthur E. Cosby, New York; W. G. Price, Pennsylvania; Maj. Gen. John L. Hulin, Texas; Edgar P. Schommer, Wisconsin.

Naval Affairs

To recommend to the National Commander and the National Executive Committee such new legislation and such changes in existing laws as may be necessary to carry out the will of the Legion National Conventions on naval policy. Edward E. Spafford, chairman, 14 East 63d st., New York; Edward L. Best, Connecticut; William Boatner Reily, Louisiana; Ralph Kingsley, Maine; A. Dana Hodgdon, Maryland; Ralph M. Davis, New Hampshire; Philip Forman, New Jersey; Robert Rouse, North Carolina; Fred B. Thurber, Rhode Island; LeRoy Moore, South Carolina; Mace Stewart, Texas; Charles McDermott, Jr., Virginia; Karl Hass, Washington.

Memorials

To study all questions pertaining to the erection of memorials within the boundaries of the United States to men and women who served in the World War. Francis A. Robinson, chairman, 261 Fine Arts building, Des Moines,

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Iowa; O. L. Bodenhamer, Arkansas; Frank S. Butterworth, Connecticut; J. Danforth Bush, Delaware; Neil B. Watkins, Florida; Maj. Gen. Clarence R. Edwards, Massachusetts; Winfred C. Adams, Mississippi; Joseph C. Wallach, New Mexico; James F. Gallivan, New York; R. L. Hill, North Dakota; Elsworth Wilson, Tennessee; Paul Edwards, Washington; R. E. O'Connor, West Virginia.

FIDAC

To recommend to the National Commander and to the National Executive Committee the policy to be followed with reference to the participation of The American Legion in the councils of the Fédération Interalliée Des Anciens Combattants. H. Nelson Jackson, chairman, Burlington, Vermont; R. E. Condon, Continental Europe; Cabot Ward, Continental Europe; L. R. Gignilliat, Indiana; A. Piatt Andrew, Massachusetts; Leigh H. Rovzar, Mexico; Alexander Fitzhugh, Mississippi; Roy Hoffman, Oklahoma.

Unemployment

To observe the status of unemployment among service men generally in the United States. To study the underlying causes of unemployment, and to report to the National Commander and the National Executive Committee with recommendations for the eradication of those causes contributing to future unemployment and for the relief of present unemployment among service men primarily, and of the entire community secondarily. M. K. Gordon, chairman, Madisonville, Kentucky; E. W. Sinclair, Idaho; Clement H. Norton, Massachusetts; Edward G. Heckel, Michigan; Thomas Goldingay, New Jersey; George W. Malone, Nevada; John F. Sullivan, Vermont.

Distinguished Guests

To assist the National Commander and the National Executive Committee in extending proper receptions and entertainment for distinguished persons in the United States during the year and in attendance at the National Convention who are or may be the guests of The American Legion, or to whom The American Legion desires to show particular courtesy. Bowman Elder, chairman, 801 Hume-Mansur bldg., Indianapolis, Indiana; J. A. Talbot, Alaska; Joseph Lieberman, Arizona; J. Foster Symes, Colorado; A. W. Kippling, Continental Europe; Walter Bruce Hows, District of Columbia; John R. Galt, Hawaii; Walter Rosenfield, Illinois; Harry H. Polk, Iowa; George L. Withers, Kansas; Henry J. Stites, Kentucky; Charles H. Cole, Massachusetts; Carl L. Ristine, Missouri; James A. Ryan, Mexico; C. H. Moore, Nevada; Bronson M. Cutting, New Mexico; Samuel I. Parker, North Carolina; Leigh M. Pearsall, New Jersey; Thomas Wilson, New York; Robert L. Black, Ohio; William B. Follett, Oregon; Pat H. Allen, Oregon; W. W. Atterbury, Pennsylvania; Frank Wozencraft, Texas; Charles Kendrick, California.

Aeronautics

The Committee on Aeronautics was created by the Fourth National Convention. The committee advises the National Commander and the National Executive Committee on all points pertaining to aeronautics in the United States. Reed Landis, chairman, 337

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Home for Destitute and Orphaned Children

The Committee on the Establishment of a Home for Destitute and Orphaned Children of Legionnaires was created by the Fourth Annual Convention. George A. Withers, chairman, Kansas; Mark T. McKee, Michigan; Charles French, New Hampshire; Ralph K. Robertson, New York; G. A. Warlick, North Carolina; William B. Healey, Pennsylvania.

To Study Schedule of the Veterans Bureau Used in Rating Men for Compensation

To study the chart or schedule now in use by the Veterans Bureau used in connection with rating men for compensation, and to recommend changes and revision in this chart designed to bring about a more nearly uniform system of rating throughout the United States. Thomas W. Bird, chairman, Asheville, North Carolina; J. Y. Cheney, Florida; C. Thomas Busha, Jr., Montana; Dr. Thomas W. Salmon, New York; Joe Sparks, North Carolina; Dr. William Leroy Dunn, North Carolina; Joseph H. Thompson, Pennsylvania; Dr. B. W. Black, vice chairman, Utah; A. B. Tonkin, Wyoming.

Life Membership

Sub-Committee of National Executive Committee

To study the entire question of life membership in The American Legion; to draw up the details of a plan in conformity with the National Constitution. Emmet O'Neal, chairman, Kenyon bldg., Louisville, Kentucky; Sam Reynolds, Nebraska; Harry Kramer, New Jersey; Wesley King, Utah; Andrew Edmiston, Jr., West Virginia.

Graves Registration

The Committee on Graves Registration was created by the Fourth National Convention. Eben E. Putnam, chairman, Wellesley Farms, Massachusetts; Dr. L. J. Kosminsky, Arkansas; Rev. William P. O'Connor, Ohio; John E. Booth, Utah; Dr. J. F. Lynch, Virginia; F. Ryan Duffy, Wisconsin.

Mutual Aid and Benefit Division

The Committee to Study the Question of a Mutual Aid and Benefit Division was created by the Fourth National Convention. Alex M. Bremer, chairman, 1423 New York av., N. W., Washington, D. C.; Walter E. Bare, Alabama; Wilkie Ham, Colorado; Charles W. Erskine, Oregon; T. J. H. Pierce, Rhode Island; J. H. Williams, South Dakota.

School Textbooks

The Committee to study school textbooks was created by the Fourth National Convention. Dr. F. P. Norton, chairman, 3 Campus Hill Drive, Chester, Pa. (representing Iowa); Peyton H. Hoge, Jr., Kentucky; Augustus H. Gansser, Michigan; L. Jere Cooper, Tennessee.

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Farm and Home Aid

To study the question of providing federal credit to veterans for the purchase of farm lands and necessary buildings and equipment, and to investigate all land settlement projects and report their findings to the National Commander. T. Semmes Walmsley, chairman, Royal and Conti sts., New Orleans, La.; Walter B. Kibbey, California; Levi M. Hall, Minnesota; J. H. Price, Mississippi; D. Gay Stivers, Montana; Manvil H. Sprague, North Dakota; William S. Key, Oklahoma.

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BUILDING AN INCOME

By the Finance Officer

SOME years ago a friend of mine, who was at that time editor of an important New York magazine said to me: "I have a perfect horror of old age. You know editor's always get fired when they get old, and I feel that some day I shall be sitting on a bench in Madison Square in worn-out attire, with the rain beating down upon me."

We advised him to buy two or three good bonds every year and the suggestion appealed to him. We saw him the other day and he said: "I am not afraid of the future now. I took your advice and now have an income of over \$2,000 a year. I cannot starve."

Every man, especially every married man, should carry life insurance, and after this his main thought should be to build up an income that will make him financially independent.

This is not an easy thing to do. It requires real determination and sustained effort, but after he has bought a few bonds the pleasure of watching his income grow will more than compensate him for his trouble.

Opportunities were never so great for the investor of moderate means as they are today. Formerly one could only purchase a \$1,000 bond, but today you can purchase bonds in denominations of \$100, \$500 and \$1,000. Moreover, almost any high-grade bond house will make arrangements with you to accept monthly payments if necessary. There are not many people, however, who cannot start by buying a \$100 bond.

There are, of course, innumerable kinds of bonds; government, railroad, real estate, municipal, etc.

A bond that is popular at present and is especially desirable for the inexperienced investor is a first mortgage real estate bond.

These bonds are sold by a number of strong, reliable houses who have made a specialty of this class of bond for a number of years.

They yield from 5½ to eight percent and do not fluctuate in value.

High Spots

(Continued from page 13)

our direction, splattering ballast and pieces of shell around the truck. This drove us down the road leading into the woods. At this point a French battery of 75's engaged in spirited fire left insufficient clearance over a road we desired to take.

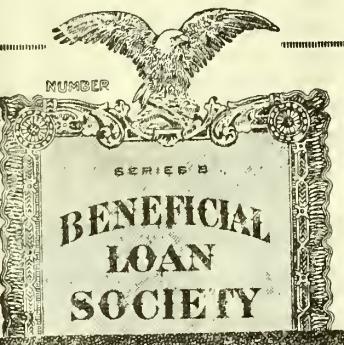
There was accordingly nothing to do but keep on into the forest and hope for another crossing. Deep mud and barriers erected by the Germans soon stalled the machine, and the major and I pressed on afoot through a maze of German signs and an immediate surrounding silence that was stifling in its intensity. Lost, and our report overdue, I was getting on edge.

Suddenly, at a turn in the road, the huge mass of a giant German soldier came into view—a full pack on his back and rifle trained in our direction. I instantly pulled and cocked my automatic and jumped to the side of the path. Here was my first direct contact with the enemy!

But the major seemed undisturbed. Proceeding cautiously forward, it developed that our fearsome adversary was not only dead as a doornail, but that in accomplishing this result, our valiant artillerymen had completely separated him from his head.—O. D. MOORE, ex-captain, 107th M. G. By., Phila., Pa.

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quarters at Indianapolis, Legion posts have been buying grave markers from the Division for decoration of the graves of comrades. The price has been \$1.37 each, which was the net wholesale cost to the Legion. The gross or actual cost, however, has been considerably larger, owing to charges for clerical hire, packing, etc. In view of this fact, the National Executive Committee has authorized an increase in the price to \$1.55, which became effective March 1st.

Compensation Claims

Queries aimed at locating former service men whose statements are necessary to substantiate compensation claims should be sent to the Service Division, National Headquarters, The American Legion, Indianapolis, Indiana. The Service Division will be glad to assist in finding men after other means have failed and, if necessary, will advertise through the Weekly. The Service Division wants to hear from the following:

Men taken from Goat Island (Yerba Buena) to Angel Island, Government Quarantine Station, Calif., for medical experiment purposes during Nov., 1918.

Sgt. BIRKELAND, 1st Sgt. FRANK A. BROOKE, Capt. GEORGE W. MITCHELL, C. O., all of 27th Spruce Sqd., Vancouver, Wash. Also head sawyers, inside derrick men, inside and outside tally men of Unit 4, 27th Spruce Sqd. Medical officers attached to Cut-Up Plant, Vancouver, and day and night attendants and nurse assigned to Ward 29, Base Hospital, Vancouver.

Former comrades of HARVEY A. THURMAN, attached 315 Eng. Infirmary, Mulheim, Germany, Dec., 1918.

Capt. LITTLE, Co. B, 329th Inf.

JOHN L. FOWLER, Sgt., Co. E, 51st Inf.

JOHN DEUBELBLISS, Cpl., and JOHN J. POMONA, both Co. E, 30th Inf.

Comrades of FORREST MONTGOMERY, Ward 5, B. H. 107, A.E.F., from Nov., 1918, to Jan., 1919.

Dr. CHARLES COWAN OSBORN, M. R. C. 336th Inf.

Comrades of OSCAR E. TOOTHMAN, Co. B, 112th Eng., who were discharged with him at Camp Lee, Apr. 12, 1919.

Comrades of MAX STERN, U.S.N., who were with him at 4th Reg. Sick Bay, Charleston, S. C., Sept. and Oct., 1918.

Comrades of WILLIAM R. MCCOY, Co. C, 308th Inf., who were in pocket with Lost Battalion.

Lt. RUFF, M. C., stationed at Verneuil, France, 1918 and 1919.

THOMAS M. BOYD, M. E. A. S., 113th Eng.

Oh, to Be a Peace-time Aviator!

(Continued from page 7)

is almost entirely a game for youngsters. After a flier has garnered twenty-five years or more unto himself his mind is occupied with laws. They are the gravitation laws originally expounded by Sir Isaac Newton and the law of averages. They help to a decision that the ground is a good place to fight on. The war-trained aviators in America are even now too old to be good airmen. It is distinctly a vocation for carefree, romantic youth and its unconquerable spirit.

The average age of the surviving officers of the Air Service is thirty-one years. That is far from doddering senility, but it is the firm conviction of the writer that this average age is too far advanced. If you had ever seen a sixteen-year-old British pilot bring a giant Handley-Page bomber back over the Allied lines after having one motor silenced and the wings perforated by anti-aircraft fire in dead of night over Saarbrucken, forty kilometers into Bocholand, you would know what I mean. It requires imagination plus or entire lack of imagination. It is a quality possessed only by youth.

The late Lieutenant Frank Luke, Jr., exemplified it in the highest degree

LAURELTON

Monday Evening

Dear Peggy Suppose you think I have forgotten my dear old schoolmate, but really, Peggy, I have been so busy planning our trip to Florida that it has been impossible to find time.

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among American fliers. Luke was a mere boy, but his brief, spectacular career made him a greater air hero among the troops in France than Rickenbacker or even Lufbery. He had a passion for burning German balloons, and he would risk disciplinary measures by leaving a formation at any time to send a stream of incendiary bullets into the bulging gas bag of a Drachen and watch the observers jump. It was the incidental duty of a balloon company to confirm for official credit to aviators the destruction of enemy planes and balloons. The balloon company which the writer commanded was maneuvering over the shell-swept road to Avocourt in the Argonne when an Allied aviator flew low and dropped a note. It said, "Watch me get that Boche balloon, Luke." A few minutes later a trail of smoke dotted the horizon behind the enemy lines where a balloon had floated before. It was Luke's last bag—he never returned.

The problem of replacements in the peacetime air army is something for editorial writers to view with alarm.

Requests for transfers to the Air Service from officers of other arms are growing fewer and fewer. The extra pay is attractive but the chances of reaching retirement age are not. Wives of married officers who do not admire the prospects of widow's weeds assert their prerogatives. Family considerations are a chief factor, and it follows that the cavalryman is content to do his traveling and fighting on horseback and the infantryman on his Munsuns.

Sometime last June 132 expectant youths were commissioned second lieutenants from the United States Military Academy at West Point as the first step up the ladder which reaches to the firmament of the silver stars of a general officer. Fifteen were assigned to the Air Service. After four years of military training at West Point they must undergo two more years of schooling and flying before they will be even fair pilots. Again reverting to statistics, we find that only eight of the fifteen will be fliers two years hence. Four will be killed or maimed. Three more will be disqualified for lack of flying temperament or physical disability. And then consider that against these fifteen replacements, twenty officers were killed in the first six months of last year alone.

The officer fatalities of last year exceeded twenty-five percent of the graduating class from West Point; total army air fatalities were greater than fifty percent of the class. Only seventeen cadets were commissioned in 1921 because the training program at West Point then reverted to the four-year peacetime course after having been shortened to meet the exigencies of war. The total fatalities of the Army Air Service for the two-year period 1921-1922 will therefore just balance the output of newly manufactured officers. And the Air Service has but eight percent of the commissioned personnel of the Army. There are retirements and deaths in the rest of the Army, too. Replacements are needed there.

The Air Service is a stepchild with the army bureaucrats—an ailing stepchild that will die by its own hand if only given time and then will be of no further trouble to the happy peacetime family of Mars.

It follows that the fliers have unconsciously absorbed the stepchild atmosphere. The silver wings are not the

only silver things about them. They are prematurely silver-threading at the temples, and one can hardly blame them for being serious-minded. They are not cravens and so they fly. But make not the error of picturing the army aviator as a happy soaring bird, joyous as he glides and dives through the ether. It is duty. Answer that the newspaper pictures of flyers invariably show them smiling. The retort is that the pictures were not snapped in the air. Almost any aviator will smile with both feet planted staunchly on the ground.

Superstition is rampant among them. To offer a pilot the third light for a cigarette from the same match is accepted in the same vein of hilarity as though you pointed a loaded pistol at his head while toying jocularly with the trigger. A black cat which once sauntered innocently along the hangar line of a Southern flying field cast a pall of gloom over the entire field comparable to the appearance of the historic gray ravens in Paris. A surprising number of fliers carry a fetish with them in the air. It may be a favorite helmet or pair of flying boots, and I have seen a rabbit's foot more than once. Others are guided by hunches, and it is not uncommon for pilots to sacrifice the fifty percent additional flying pay rather than go into the air when they feel a warning of disaster in their bones. To qualify for flying pay an officer must make ten flights a month, or spend a minimum of four hours a month in the air. This averages at the rate of twenty dollars an hour, but money has no attraction when a premonition is hitting on all six cylinders.

Never Openly Acknowledged

YEAT with it all there is none of the we-who-are-about-to-die-salute you attitude in their bearing. The flier who would pose in that role over the drawing room tea cups is shunned by his fellows. Dread of the air is never openly acknowledged, but it is written plainly on many fliers. And then there are the exceptions to this composite characterization, as to all generalities. There are those who really love the air, consequences be damned, but they are in a distinct minority. As a case in point I am reminded of the story of one pilot who flew in the squadron led by Captain Street on the recent historic flight to Alaska. Soaring over barren and unchartered wastes, hundreds of miles from habitations, it was necessary that the motors of the planes be kept in prime condition. At every landing place motors were carefully inspected and adjusted. But the pilot mentioned as an example of the exception decided that the flight would be a corking good test for the motor of his plane. On that unprecedented flight, fraught with death and disaster, this pilot refused to have his motor touched. He refused even to have the spark plugs cleaned. So the motor was untouched from the take-off to the final successful landing. Foolhardy hardly describes this exploit, yet the tester is alive, or was at last reports, while the names of many experienced and careful pilots are listed in various probate courts as testators.

The latest indignity accorded the fliers at the hands of Congress, as the representatives of a grateful republic, is the single promotion list for the entire Army. Formerly each arm of the military service had its own promotion list. Coincident with the passage

of the act consolidating all promotion lists the Air Service became a military antithesis for the Mexican Army. In the latter all soldiers are reputed to be generals. In our Air Service almost all flying officers are now lieutenants. This came about because practically all fliers were emergency officers who were transferred to the Regular Army. Emergency officers in other arms who remained in the service received their training in camps of the Plattsburg pattern and promptly were commissioned at the end of the three-months' training period. In the Air Service the training extended from nine to eighteen months and more before the fliers were commissioned. Therefore the Air Service officers are far down on the promotion list despite five years or more of service.

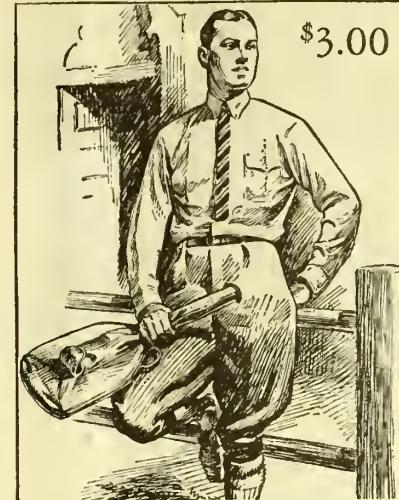
With the greater percentage of deaths in the air service it would be elemental justice that promotion should be more rapid there than in other arms, yet it is the officers of other arms who profit most by air casualties. To die a captain or a major may not seem a brighter prospect to the layman than to be killed as a lieutenant, but that is one of the idiosyncrasies of airmen. Who would deny them this?

From a standpoint of military efficiency the single promotion list is wrong. If a major or lieutenant-colonel is needed to fill a vacancy of that rank in the Air Service he must be transferred from some other arm. To enjoy either of those ranks and its prerequisites an officer will be from thirty to forty years old because of the seniority system of promotion. That is too old, and the statement is not a personal observation but one justified by experience. And while the transferred novice should command a formation in the air as becomes his rank, he is generally tacked on the right flank rear where his potentialities for doing damage are minimized. There is no complaint if he drops behind the formation, and in the air, instead of leading, he is generally treated as though he were a victim of smallpox.

Major General Mason M. Patrick, Chief of Air Service, recognizes these things and is doing all in his power to obtain a separate promotion list. He has taken the matter up with Secretary Weeks and the members of the Senate and House Military Affairs Committees. But all are agreed that there will be no Air Service legislation in this session of Congress. Secretary Weeks gave the writer permission to present the facts in favor of a separate promotion list. But not a Congressional champion for the legislation had appeared at the time this is written. The separate promotion list, however, is only incidental to the major problem—which is to give the fliers of today a chance to be alive when they reach retirement age, theoretically—that, and a practical replacement plan to provide new and young blood for an air army that will be second to none.

It is not feasible to establish R. O. T. C. flying units in colleges, as is done in other arms, because the training would require two years of uninterrupted study. What will Congress do?

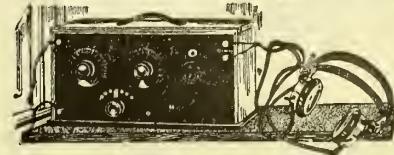
Many members of both branches of Congress and cabinet officers have made experimental flights. One trip has generally ended their aviation careers. The exception is Representative Manuel Herrick of Oklahoma, who in the catalogue of Washington political ornithol-



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ogy is paradoxically listed as a flying lame duck. He was not re-elected, and his value as an expert on aviation has suffered because it was incidental to a personally-conducted beauty contest with himself as the prize. Representative Herrick has styled himself "the aerial daredevil of Congress," but even that unique and spectacular title has failed to contribute materially to the progress of aviation, and more important, of human treatment for army fliers. Senator New of Indiana, the most able friend of aviation in the Senate Military Affairs Committee, failed of renomination last year.

Accumulating dust in committee room filing cabinets are a number of bills dealing with aviation—air traffic regulations and whatnot. The most comprehensive air bill before the House Military Affairs Committee is one introduced by Representative Charles F. Curry of California. Mr. Curry is the father of a wartime army aviator and an uncle of two naval fliers, and his bill has many merits. It has 44 sections covering 47 pages of 25 lines each and provides for reorganization and consolidation of all governmental air navigation activities under a Department of Aeronautics, with the head a member of the President's cabinet. The bill was filed on April 19, 1921, and it will be two years old shortly without having emerged from the musty pigeon-hole. There is a notation on the committee clerk's schedule that Mr. Curry wishes to be heard. Maybe in two years more.

There are weaknesses in this bill, but they are excusable. It has the objectionable clause that fliers may be retired on three-quarters pay after thirty years of service. While the percentage of fatalities would be greatly reduced by consolidation to include all governmental aviation activities, it would remain too high to give a flier a fair chance to reach that retirement provision. Cutting the present army percentages in two still leaves a man quite dead before thirty years is ended. But

in behalf of Mr. Curry and his advisors it must be said that when his bill was drafted no accurate statistics were available on Air Service casualties.

There is provision for an "aerial West Point or West Points" in this bill, but no method is prescribed for the appointment of cadets. Fond parents besiege members of Congress to have their sons appointed to the military and naval academies. The Military and Naval Forces are an honorable and honored profession, but not particularly dangerous save in time of war. But what of service in the air armada? By the widest play of the imagination I cannot conceive of these same fond parents imploring the appointment of Clarence or Oscar or John to the flying academy. To fill his quota every Congressman must either have an orphan asylum in his district or appoint some gilded orphaned youth whose ruthless guardians wish to gain possession of the estate of their charge.

An act of Congress repealed in 1912 provided that army officers on foreign service should be credited with two years toward retirement for every year spent on duty away from the United States. That included duty in Alaska, Panama and our island possessions. The law was made to compensate for the hardships and hazards of foreign service. Yet a year in the hazards of the air service counts as only 365 days toward retirement except in leap year.

The least Congress could do would be to credit Air Service officers with three years toward retirement for every year served with the army air forces. That is hardly a fifty-fifty chance to be alive then. The primary need is to restore the impaired morale of the fliers. This would be a temporary step in the right direction. It could be passed as emergency legislation and would be accepted by the fliers as an earnest of some humane consideration at the hands of lawmakers.

For the recruiting of replacement fliers only experience will bring a solution, and the time to experiment is now.

Through Red Russia

(Continued from page 8)

characters. To-night my attention was drawn to a young woman who was fumbling about nervously in her stocking for something. As I watched she drew out a small package, took a pinch of something from it and sniffed it deeply. The effect was magical. She straightened up, her nervousness gone, and while I still watched, walked over to a drunken man, linked arms with him and walked down the sidewalk ahead of me.

Of a sudden they turned off into what appeared to be an empty lot. I stopped and looked after them, and when my eyes became accustomed to the darkness I could see other forms scattered about all over the lot. I could now see that the lot had once been occupied by a brick building which had been either burned or wrecked. It led into the next street, and I walked through. There I found no less than fifty men and women lying about in rags, utterly regardless of the cold, and I saw a number of them sniffing something as the girl had done. The place was a rendezvous for drug fiends.

The sight was really not a surprising one, for everywhere in Russia one

sees the most flagrant immorality. My readers may have noted elsewhere in this narrative how men, women and children are thrown together by the conditions of famine, in utter disregard of common decency. Consider, also, that everywhere in Russia there are thousands of women with no possible legitimate means of securing enough food to keep body and soul together.

The moral fibre of this once deeply religious and virtuous people has further been weakened by the trial marriage system permitted by Soviet authority. A man is permitted to take on trial three wives, but he is expected to keep the third. A man may marry a woman, live with her a week and then divorce her for another merely by appearing before a local magistrate and expressing the wish to do so. Although the legal limit is three wives, actually there is no limit, for very little trouble is taken to enforce the law.

Illegitimate births are the rule rather than the exception. But few parents have any desire to bring children into such a world of misery, and thousands of babies are destroyed at birth. Hundreds of little bodies are thrown into

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the Moscow River. I myself saw three floating in the green scum of its waters in a single walk along the banks.

But to get back to my story. Next day I wrote out a brief sketch of my experiences and received for it an additional fifty million rubles. Immediately I set out for the railroad station to buy a ticket for Petrograd. I tried to convince one after another of the ticket sellers that I was working for the American Relief and that my "credentials" were genuine. Finally I "convinced" one of the station employes by slipping him two million rubles. He gave me some sort of a paper, which I took to another window and with it obtained the ticket without further question.

At eight o'clock that night I got a train to Petrograd. Riding in a third-class coach, the journey was not unpleasant. Lady Luck stayed with me and not a policeman did I encounter. Everyone had warned me that it would be impossible to get aboard a ship at Petrograd, but as I walked out of the Petrograd station I felt fairly confident of success.

But this was a different station from the one by which I had left Petrograd four months before, and I had walked only a few blocks before I realized that I had lost my bearings completely. I found a little restaurant and spent part of the five million rubles still in my pocket for food. Then I got on a street car, hoping that I could recognize some spot that would give me my bearings. Again luck was with me, for the car line ended at the docks, and right before me was an American ship, the *Eastern Star*, unloading a cargo.

But how to get aboard was a more difficult problem than I had anticipated. The wharves were surrounded by a high stone wall with only one gate. Half a dozen soldiers were guarding the gate, and beyond them I could see other soldiers pacing up and down the docks. But I walked boldly up to the gate, announced that I was working for the American Relief, and showed the Kuzbas letter of introduction, which had served so many times as credentials. It worked, and I passed inside the gate.

I walked up the gangplank and found myself confronting another guard. I repeated the story I had told at the gate, but this time it was not accepted. Although neither of us could understand the other, the guard finally made himself clear by pressing the muzzle of his rifle against my stomach and shouting: "Uch udee! Uch udee! (Get out! Get out!)"

He kept pointing to a little shack at one corner of the dock and saying, "Probst, probst (Pass)."

So I took another long chance and walking into the shack, told the Russian officer there by signs and the few words at my command that I was working aboard the ship, that my coat had been stolen, and that I had lost my pass.

He motioned for me to follow and we went aboard the ship and confronted the captain. I stepped close to the captain and said under my breath, "I'm an American, captain. Tell 'em you know me! Tell 'em you know me!"

The captain looked at me a moment in surprise and then said to the Russian officer, "Sure, I know this man. What do you want?"

The Russian then asked for a written statement to the effect that I was a member of the crew. At this the captain balked and said flatly that I was

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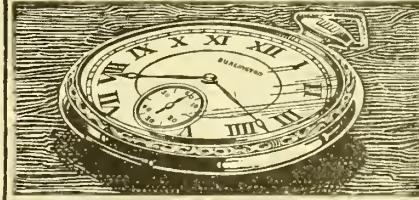
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not a member of the crew. My heart sank.

The Russian growled an order to me and I followed him back to the shack. I knew that I had made a good effort and had failed. There was nothing to do but to accept whatever fate was in store for me with the best grace possible.

I was kept in the shack until after dark that night, when I was put aboard a tug, carried up to the center of the city, and put in jail. In spite of my precarious situation I managed to sleep on a narrow board for a bed, but awoke next morning stiff and sore and with all my buoyancy of yesterday gone. I was fully resigned to the worst that could happen to me, and cared very little what that might be.

After a time a guard came to my cell and I was taken to another room to face an officer. I walked into the room, eyes downcast and hands in my pockets. The officer sat at a desk busily writing. Finally he looked up and I raised my eyes to his.

I thought for a moment that I was suffering from hallucinations. It was the very Russian officer I had shared my last ruble with at Vologda! I was struck speechless. Luckily the officer kept better control of his emotions. A look of wonder and surprise came to his face, but he quickly composed himself and said in a most casual manner, "Hello! What's the matter with you?"

The thought crossed my mind that I could expect little help here, and I quickly decided to tell the story I had been planning.

"Why," I said, "I heard that a friend of mine from America had come over on this boat, and when I went aboard to see him I was arrested. I do not know what for."

The officer turned to some of the others and talked a few minutes in Russian.

"This is bad," he said to me. "You are suspected of being a counter-revolutionist."

The penalty for that charge is swift and sudden death. I think I must have turned pale.

"Give me your papers," he said, "and I will see what I can do."

I handed him the Kuzbas letter of introduction and he left the room with it. In a few minutes he returned.

"Well," he said, "you are free."

"What?" I gasped. "Do you mean I can go anywhere I like?"

"Anywhere in Russia," he said.

I walked out of the room in a half daze. He followed me into the hall and there I told him in more detail what had happened. He advised me to go to the American Relief in Petrograd and try to obtain work. He said he did not believe I could get aboard the *Eastern Star*, which would be the last ship to visit Petrograd before the harbor froze, but said that this would be my only chance.

Accordingly I spent my last ruble for carfare to take me to American Relief headquarters. There the chief referred me to a subordinate who could give me no work, but finally agreed to give me a note to his man working on the wharves. I hoped he would be able to get me aboard the ship.

I had to make the long trip back to the waterfront afoot, but this time the situation appeared more hopeless than ever. I had to get through that closely-guarded gate again, and I knew I would

be arrested on sight. Furthermore, I doubted whether my officer friend would be able to help me if I was caught again.

While I was standing in a niche in the wall near the gate wondering what to do next, fate did me another kind turn. A member of the crew walked through the gate with a carton of American cigarettes. No imports or exports are allowed without passing through the hands of the Soviet government, and so the sailor was halted. American cigarettes are a rare treat, and evidently the guards at the gate decided to confiscate the carton and make use of it at once. They all crowded about the sailor jabbering excitedly, and while this commotion was going on I brushed past them and walked through the gate without being seen. I expected to hear an order to halt or a shot from behind, and I made all haste possible, trying at the same time to appear very deliberate, making toward a big pile of packing cases being unloaded from the ship.

Once among the packing cases I was safe for the moment. I noticed that the cases contained Ford cars. They were being hoisted over the side and lowered to the wharf by a winch. I was desperate now and fully resolved to make the one final dash that would mean freedom.

The pile of packing cases effectively concealed the side of the ship from anyone at the gate, but it was in plain view of the sentry at the gangplank. The side of the ship was too high to climb over, but I soon conceived a plan that seemed to have one desperate chance in a thousand of success. When the stevedores on the dock had loosened the ropes from a packing case and the winch began to hoist the rope up again, I ran from my hiding place, grabbed the rope and swung up over the side. The man running the winch evidently saw me, for he dropped me none too gently plump in the midst of a gang of Russian stevedores on the deck.

They were too astonished to move or make a sound, and you may be sure I did not wait to introduce myself. I jumped to my feet and made one wild dash for the nearest hatchway. I do not know whether the sentry saw me or not, but if he did he was too surprised to do anything.

Inside, I found myself in the crew's quarters, and there were two or three American sailors sitting about. One little fellow, who had witnessed my former attempt to get aboard the ship, grasped the situation at once.

"For God's sake hide me quick!" I gasped.

"Come on," he said, and we dashed through the crew's quarters and forward. Somewhere he found a trap door and shoved me inside.

"Over in the corner," he said, "is a pile of life preservers. Crawl under them and stay there until I can find a better place."

I knew that the police would soon be informed that I was aboard the ship and that it would be searched, and I uttered a little prayer that my sailor friend could find a better hiding place than this.

Some hours later, when it was dusk, he came back. He threw a sailor's jumper suit down to me and directed me to put it on and come out. This I did, and followed him back to the crew's quarters. The crew had talked things over, it seemed, and had decided that

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the best place to hide me was in the engine room. The chief engineer was willing, and I followed one of the oilers to my new hiding place. It was in the shaft alley, a little passageway leading from the engines to the stern, through which the ship's propeller passed.

It was an unusual hiding place, but entirely too large to be comfortable. I noticed at one end of the shaft alley an opening about a foot high leading off under the deck of the boiler room. I asked the oiler where it led to, and he said that if I crawled in I might drop down into the bilge in the bottom of the ship. But I decided to take the chance and crawled in.

To my relief, about four feet down I struck something solid. I found myself on top of a lot of steam pipes. They were insulated with asbestos, but still the space about them was almost unbearably hot. I could see a crack of light about twenty feet ahead and I crawled toward it, wedged between the steam pipes and the steel floor of the boiler room. The crack, I found, was around the big wheel at the point where the engines were coupled to the shaft. I crawled close so that I could see a bit of the boiler room and could hear all that went on there.

I had no sooner gained this position than the chief engineer shouted down the gangway, "They're coming!"

I could hear Russians talking in their excited manner, and before long an officer and two soldiers came down into the engine room with drawn revolvers. One of the first places they looked was in the shaft alley! I found out afterward that they had already searched the pile of life-preservers in which I had first taken refuge. I can testify personally that their search of the engine room was thorough. They looked in places where a man could not possibly have got, and even made the crew open their lockers. I think they would have looked in the engine cylinders if they could have got them open.

It seemed to be hours before they finally left the ship and the oiler came to get me out. But just as I was about to come out into the shaftway, another oiler brought word that they had left one man aboard, and that he would stay until the ship left Russian waters at Kronstadt. So I made another dive back among the steam pipes.

In a little while I heard the clang of the engine room bell, and then all of a sudden there was a roar like thunder, with a crunching and grinding, and the big wheel about four inches from my head began to turn. I thought for a moment that my end had come, and so did the men in the boiler room, for one of them ran into the shaft alley and shouted in to ask if I was all right.

"Scared to death and roasted alive, but otherwise O. K.!" I shouted back.

For about six hours I sweltered in my hiding place, until the Russian guard finally left the ship with the pilot at Kronstadt. Then I came out, and a member of the crew took me up to the captain and turned me over as a stowaway.

Time after time, you may have noted, I have had to place my fate in the hands of a casual friend, and to none of these am I more indebted than to Captain Palmgren of the *Eastern Star*. He knew I was aboard the ship and he took a long chance in allowing me to remain there. He told me that under maritime law he would be obliged to turn me over to the American consul at the first port he touched. This would

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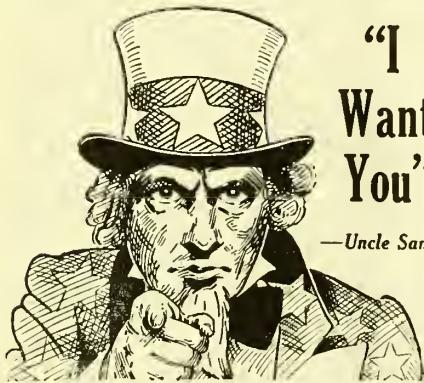
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(1) Sample Railway Mail Clerk

Examination questions

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GENTLEMEN, WE ASK A FORTY-EIGHT PAGE MAGAZINE AND A BETTER COVER. MY FELLOW SUFFERERS AND COUNTRYMEN ARE WITH ME TO THE LAST COUPON !!



Forty-Eight Pages and a Better Cover

Buddy in the Barrel Carries Issue to Board of Directors of Our Weekly

By the Stave Hero, Himself

I appeared in person before the Board of Directors at their meeting in New York, February 5, and outlined plans for a bigger and better Weekly. That gang was with me stronger than the guard around a new clothing issue. They made me feel like a rookie in the home waters on his first leave.

First on my program was a 48-page magazine. This brought down the house.

The command was, "Go to it, Buddy."

Then I showed 'em how we needed a heavier cover.

The command was, "Go to it, Buddy."

Every improvement I suggested met with favor from the directors. One long-whiskered member, however, who had been sitting deeply in thought up and spoke and inquired of me from whence this jack was coming.

"Advertising revenue," was the prompt and correct answer that came from behind the barrel.

S-h-h. This is between, you and I and the military post. I must let

"Don't Never Call Us Slackers No More."

So says Comrade C. Howard Rowton, Post Adjutant, "Bert" Hodge Post No. 45, Palatka, Florida. And he goes on, "Herc's 38 coupons. Keep publishing the standing of the States. It will show some more of us birds up. The best way to make a fellow come across is to let him see, also the world, just how little thought he gives to this wonderful Weekly of ours."

This is the way they are running the race from Feb. 6 to 16—by the numbers

Fla.....	49	N. D.....	9	Texas.....	2
Minn.....	30	Wis.....	9	Wyo.....	1
N. Y.....	28	Iowa.....	8	Ark.....	1
Neb.....	24	Conn.....	8	Mary.....	1
Utah.....	23	Ohio.....	7	Mont.....	1
Pa.....	22	Tenn.....	6	Nev.....	1
Mass.....	21	Va.....	6	N. H.....	1
Calif.....	20	Okla.....	5	Vermont.....	1
N. J.....	16	S. D.....	5	Alaska.....	2
La.....	14	Idaho.....	5	D. of C.....	1
Ills.....	11	Ky.....	4	Scotland.....	1
Kan.....	10	S. C.....	4		

OUR DIRECTORY

These Advertisers support us—Let's reciprocate. And tell them so by saying, when you write—"I saw your ad in

AUTOS & AUTO ACCESSORIES

Herman Bumiller..... 27
Chevrolet Motor Co.....

VVVVV Electric Storage Battery Co..... 30
VLIBERTY Top & Tire Co.....

BOOKS AND PUBLICATIONS

VVAmerican Pub. Co.....

VVNelson Doubleday, Inc..... 2

VVLittle Leather Library..... 3

G. & C. Merriam Co..... 21

VVVVVT The Pathfinder Pub. Co..... 30

BUSINESS OPPORTUNITIES

VVAkron Lamp Co.....

VVAmerican Accessories Co.....

VVVVAuto Sun Products Co..... 29

Butler & Butler..... 30

VCFord Tire Protector Co..... 29

Dri Kamp Co.....

VVGoodyear Mfg. Co.....

VVJennings Mfg. Co..... 30

Kingery Mfg. Co..... 30

VVLightning Calculator Co..... 29

VMac-O-Chee Mills..... 28

VVMadison Shirt Co..... 27

VVVVVAIbern Mills, Mgr..... 29

VVParker Mfg. Co..... 21

Paul Rubber Co..... 20

VProgress Tailoring Co..... 20

VSanta Fe Railway..... 27

VVVSStandard Food & Fur Co..... 21

Superior Laboratories..... 29

VVVVThomas Mfg. Co..... 29

VWorld's Star Knitting Co.....

ENTERTAINMENT

VVT. S. Denison & Co..... 21

FOOD PRODUCTS

VVThe Genesee Pure Food Co.....

FURNITURE

VVVIHartman Furniture & Carpet Co.... Back Cover

INSURANCE

VVJohn Hancock Mutual Life Insurance Co.... 26

INVESTMENTS

VVidwell & Co..... 23

Clarence Hodson & Co..... 22

VGL Miller Bond & Mortgage Co..... 22

JEWELRY, INSIGNIA, MEMORIALS

VVVVAmerican Legion Emblem Division.....

"BE IT RESOLVED, that with a firm belief in the value of our magazine—THE AMERICAN LEGION WEEKLY—as a national advertising medium; with the realization that due to limited subscription price and constantly increasing cost of production, the improvements which we desire to see in it will only be made possible through increased advertising revenue—and that increased advertising revenue depends primarily upon our support of advertisers in the WEEKLY—we hereby pledge our support and our patronage, as individuals, and as an organization, to those advertisers who use the columns of our official magazine—THE AMERICAN LEGION WEEKLY."

Resolution passed unanimously at the Second National Convention of The American Legion.

VVBurlington Watch Co..... 28
VConsolidated Watch..... 24
VVJos. Dr. Roy & Sons..... 24
VVFlour City Ornamental Iron Co..... 27
VVLoftis Bros. & Co..... 30
V.Lyon & Co..... 27
E. Richwine & Co..... 30
VVSSanta Fe Watch Co..... 29
R. F. Simmons Company..... 29
Sunshine Jewelry Mfg. Co..... 29

VVVV. W. Sweet, Inc..... 29

MEDICINAL

Bayer Tablets of Aspirin..... 29

VMustero Co..... 29

V Sloan's Liniment..... 27

MEN'S WEAR

VCheney Brothers..... 20

VCluett, Peabody & Co..... 25

VThe Florsheim Shoe Co..... 25

VHart Schaffner & Marx..... 25

VHoleproof Hosiery Co..... 25

VVKahn Tailoring Co..... 25

VVRellance Mfg. Co..... 25

VVWilson Brothers..... 25

MISCELLANEOUS

American Chicle Co..... 28

VJ. Buehstein..... 28

VDictograph Products Corp..... 24

VCole & Co..... 24

Marvel Mfg. Co..... 24

VPhiladelphia Key Co..... 24

WReddins & Co..... 24

MUSICAL INSTRUMENTS

VVBluesher Band Inst. Co..... 28

C. G. Conn, Ltd..... 28

Ferry & Co..... 28

the coupon clippers and those whose intentions along this line are always good, in on a little secret.

To run a 48-page magazine is going to set our Weekly back about \$150,-000 a year over and above the present cost of paper and printing. And to run a heavier cover with more color will cost us about double that amount.

"Forty-eight pages and better cover." Say it over and over.

Off hand, you may think I had a lot of nerve to make a splurge like that.

Fact is that I knew the readers of the Weekly were with me. They would never let the Convex Comrade start anything he couldn't finish. I knew I could increase the coupon crop, give our present advertisers more backing and get every last Legionnaire dealer and salesman pulling for us.

"Forty-eight pages and a better cover."

Birds who stopped Jerry when the Allies had their overcoats to the wall will never be satisfied with a 32-page magazine. I kept saying that over and over to myself, too. When I arose to speak I was so loaded with confidence that I might have given the directors the impression that we already had the jack for "48 and a better cover" and would send a runner right over to the printshop and order up.

Back me up, fellow sufferers who have been used by spry dandruff as a Lincoln highway.

Keep saying over and over, "Forty-eight pages and a better cover." Bury the mail carriers under coupons. Tell our advertisers you are buying their goods. Tell advertisers who do not use our columns that you will buy their goods if they show us in our columns what they look like and the cost.

Write for my posters—for your office and post bulletin board.

Another point—if you'll help me get that 48-objective, I'll have more space for my stuff. Now I rate only half a page and it's got to be set in fine type and many words of wisdom forwarded by buddies and buddiettes cannot be printed.

Buddies write me that the kukes are so small they look like a page from a cootie's diary. Heavy-fisted pen pushers can't get a period on 'em.

The heaviest coupon barrage ever put over in any sector fell from Feb. 6 to 16. Those kukes pepped me up same as the pay-day rumors over there, or the good word from slum headquarters that pie wagons were on their way up the lines.

A buddy has put a good slogan thus—"United we boost; divided we bust."

"Forty-eight pages and a better cover." Let's put it over. Boost, not bust.

of ADVERTISERS

our AMERICAN LEGION WEEKLY." Or tell the same thing to the salesman or dealer from whom you buy their products.

VLyon & Healy..... 27
Wilson Bros. Mfg. Co.....

PATENT ATTORNEYS

VVVVV Lacey & Lacey..... 29
E. E. Stevens, Jr..... 30

SCHOOLS AND INSTRUCTION

VVAmerican School..... 30
Coyne Electrical School..... 28

VVVFranklin Institute..... 30
VVAlexander Hamilton Institute.....

Palmer Photoplay Corp.....

VVVV Patterson Civil Service School..... 26

VVVV Standard Business Training Institute.....

VVVW. W. Tamblin..... 18
VVVUnited Y. M. C. A. School..... 21

VVUniversity of Applied Science..... 25
World's Medical Press.....

RADIO

Babson Bros..... 25

SEEDS

Miss Ella V. Balnes..... 27
Japan Seed Co..... 18

SMOKERS' NEEDS

VVVAmerican Tobacco Co..... 29
Austin Sales Co.....

VVVLiggett & Myers Tobacco Co.....

VVLyons Mfg. Co.....

SPORTS AND RECREATION

Bruswick-Baile-Collender Co.....

Dri-Kamp Co.....

F. Gregory..... 30
VVVWhitney-Daniels Motor Co.....

VVHildegard Mfg. Co.....

VVHops E. Wilson.....

TELEPHONE AND TELEGRAPH

VVVAmerican Telephone & Telegraph Co.....

TOILET NECESSITIES

Forhan Co.....

VVVVThe Peppermint Co.....

V. J. Williams Co.....

TRAVEL AND TRANSPORTATION

VVU. S. Shipping Board.....

TYPEWRITERS

VCorona Typewriter Co., Inc.....

International Typewriter Exchange.....

Remington Typewriter Co.....

VVShipman Ward Mfg. Co..... 20

VVTwo, VVVThree, VVVFour

and VIVEFive are growing in number, and the SIX STRIPERS are beginning to appear.

We do not knowingly accept false or fraudulent advertising, or any advertising of an objectionable nature. See "Our Platform."

Issue of December 22, 1922. Readers are requested to report promptly any failure on the part of an advertiser to make good any representation contained in an advertisement in THE AMERICAN LEGION WEEKLY.

Advertising rates: \$3.00 per agate line. Smallest copy accepted, 14 lines (1 inch). THE ADVERTISING MANAGER, 627 West 43d Street, N. Y. City.

LET'S PATRONIZE
THEY ADVERTISE,
LET'S PATRONIZE

THEY ADVERTISE,
LET'S PATRONIZE

Your Initial in 2 Places
on Every Piece



This superb 110-piece Set, with your initial in gold, surrounded by a wreath of gold, in 2 places on every piece; decorated in gold with gold covered handles; consists of:
12 Dinner Plates, 9 inches

12 Breakfast Plates,
7 inches
12 Soup Plates, 7½ in.
12 Cups
12 Saucers
12 Cereal Dishes, 6 inches
12 Fruit Dishes, 6½ inches

12 Individual Bread
and Butter Plates, 6¼ in.
1 Platter, 11¾ inches
1 Platter, 13¾ inches

1 Celery Dish, 8¾ inches
1 Sauce Boat Tray, 7¾ in.
1 Butter Plate, 6 inches

1 Vegetable Dish, 10½ inches,
with lid (2 pieces)
1 Deep Bowl, 8¾ inches
1 Oval Baker, 9 inches
1 Small Deep Bowl, 5 inches
1 Gravy Boat, 7½ inches
1 Creamer
1 Sugar Bowl with cover (2 pieces)



\$1 Brings This 110-Piece Martha Washington Gold Decorated Dinner Set

Send only \$1.00 and Hartman will ship the complete set. Use it for 30 days on Free Trial. Then if not satisfied, send it back and Hartman will return your \$1.00 and pay transportation charges both ways. If you keep it, TAKE NEARLY A YEAR TO PAY—a little each month. *Splendid Presents Given Free—See Below.*

FREE Gifts with Catalog Orders

Your Initial in 2 Places on Every Piece—Gold and 5-Color Floral Decorations (Gold Covered Handles)

Beautiful, snowy white ware with polished gold handles. Attractive shape; rich design surrounding your initial in two places on every piece. Initials and superb scrolls, leaves and roses in natural colors put on by special fired process. Every handle covered with polished gold; every piece finished with two gold border lines. Guaranteed all firsts, "no seconds."

FREE Mercerized Tablecloth, Six Fine Napkins to Match and 6 Coin Silver Knives and Forks

We want to prove to 50,000 new customers that Hartman gives the biggest values and most liberal terms ever known. To do this we send FREE a 50-inch mercerized damask tablecloth; 6 napkins, 17 inches square, to match; 6 extra silver plated knives and 6 extra silver plated forks, fleur-de-lis pattern. Only 50,000 will be given FREE with the Dinner Sets—so act quick. Send the coupon—NOW!

Order by No. 324EMA15. Bargain Price, \$32.85

Pay \$1 Now. Balance \$3.50 Monthly.

The Mercerized Tablecloth, 6 Fine Napkins to Match and 6 Coin Silver Knives and Forks are FREE.

FREE BARGAIN CATALOG FREE Gifts

368 pages of the most astounding bargains in furniture, rugs, carpets, sewing machines, silverware—

—everything for the home; also farm machinery, etc.—all sold on our easy monthly payments and on 30 days' free trial. Also explains Hartman's gift plan by which you receive many splendid articles such as lemonade sets, glassware, dishes, silverware, tablecloths, napkins, etc., absolutely FREE with purchases. Send postal for free bargain catalog.

"Let Hartman
Feather YOUR Nest"



Hartman Furniture & Carpet Co. Chicago, Illinois

Dept. 5305

I enclose \$1 first payment. Send 110-piece Dinner Set No. 324EMA15 as described, and with it the tablecloth and 6 napkins, also 6 coin silver knives and 6 forks absolutely FREE. It is understood that if I am satisfied I will send you \$2.50 monthly until full price of Dinner Set, \$32.85, is paid. Title remains with you until paid in full. If not satisfied, after 30 days' trial, I will ship all goods back and you will refund my \$1 and pay transportation charges both ways.

Name _____ Occupation _____
R. F. D., Box No. _____
or Street and No. _____

Post Office _____
(If your shipping point is different from your post office, fill in line below.)

Send shipment to _____

Print Initial
You Want
Here

HARTMAN Furniture & Carpet Co.
Dept. 5305 Copyright, 1923, by Hartman's, Chicago, Ill.